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# DUN'S REVIEW

A Weekly Survey of Business Conditions  
in the United States and Canada

September 6, 1930

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# WHOLESALE QUOTATIONS OF COMMODITIES

Corrected each week to Friday

ARTICLE	This Week	Last Year	ARTICLE	This Week	Last Year	ARTICLE	This Week	Last Year
Apples: Common.....bbl	1.50	2.25	Cutch, Rangoon.....lb	10	13 1/2	Extra, No. 1.....lb	9 1/2	12
Fancy.....bbl	4.00	...	Gambler, Plantation.....	7 1/2	7 1/2	Linseed, city raw, carlots..	11.8	13 1/2
BEANS: Pea, choice.....100 lb	8.50	10.25	Indigo, Madras.....	1.25	1.25	Neatsfoot, pure.....lb	12 1/2	14 1/2
Red kidney, choice.....	12.75	15.75	Prussiate potash, yellow....	18 1/2	18 1/2	Palm, Lagos.....	6 1/2	7 1/2
White kidney, choice.....	9.75	12.75	FERTILIZERS:			Rosin, first run.....gal	58	61
BUILDING MATERIAL:			Bones, ground, steamed.....			Soya-Bean, tank, coast		
Brick, N. Y., delivered.....1000	15.00	15.00	1 1/2% am., 60% bone			prompt.....lb	9	9 1/2
Portland Cement, N. Y., Trk.			phosphate, Chicago.....ton	28.50	28.50	Petroleum, Pa., cr., at well..bbl	2.11	3.19
loads, delivered.....bbl	2.60	2.65	Muriate potash 80%.....	37.15	36.75	Kerosene, wagon delivery...gal	15	15
Chicago, carloads.....	1.95	2.05	Nitrate soda.....100 lbs	1.99	2.08	Gas'e auto in gar., st. bbls..	14.3	14
Philadelphia, carloads.....	2.50	2.21	Sulphate ammonia, do.....	1.60	2.10	Min., lub. dark filtered E....	24	42
Lath, Eastern spruce.....100	4.25	5.85	Sulphate potash ba. 90%.....ton	48.25	47.75	Dark filtered D.....	26 1/2	46
Lime, hyd., masons, N. Y., ton	14.00	14.00	FLOUR: Spring Pat.....196 lbs	4.80	6.75	Wax, ref., 125 m. p.....lb	3 1/2	4 1/2
Shingles, Cyp. Pr. No. 1.....1000	13.00	13.00	Winter, Soft Straights.....	4.00	5.75	PAINTS: Litharge, com'l.....lb	8	9 1/2
Red Cedar, Clear, rail.....	3.96	4.46	Fancy Minn. Family.....	6.25	8.80	Am.....lb	8	9 1/2
BURLAP, 10 1/2-oz. 40-in.....yd	6.05	8.80	GRAIN: Wheat, No. 2 R.....bu	1.00 1/4	1.44 1/2	Red Lead, dry.....100 lbs	13 1/2	14 1/2
8-oz. 40-in.....	4.65	6.85	Corn, No. 2 yellow.....	1.16 1/2	1.18 1/2	White Lead in Paste.....lb	7 1/2	8 1/2
COAL: f.o.b. Mines.....ton			Oats, No. 3 white.....	49 1/2	57 1/2	" dry.....	7 1/2	8 1/2
Bituminous:			Rye c.i.f. export.....	63 1/4	1.10 1/2	Zinc, American.....	6 1/2	6 1/2
Navy Standard.....	2.10	2.00	Barley, malting.....	70 1/2	80 1/2	" F. P. R. S.....	9 1/2	9 1/2
High Volatile, Steam.....	1.25	1.40	Hay, No. 1.....100 lbs	1.45	1.30	PAPER: News roll, Contract	62.00	62.00
Anthracite, Company.....			HEMP: Midway, ship.....lb	9 1/2	12 1/2	Book, S. S. & C.....lb	6	6
Stove.....ton	9.00	9.00	HIDES, Chicago:			Writing, tab-sized.....	10	10
Nut.....	8.50	8.50	Packer, No. 1 native.....lb	13 1/2	19 1/2	No. 8, Kraft.....ton	5 1/2	6 1/2
Pea.....	4.85	4.70	No. 1 Texas.....	13 1/2	19	Boards, stave.....	44.00	52.50
COFFEE, No. 7 Rio.....	7	16	Colorado.....	13	18	Boards, wood pulp.....	75.00	80.00
Santos No. 4.....	11	22 1/2	Cows, heavy native.....	11 1/2	18 1/2	Sulphite, Dom. bl.....100 lbs	2.65	3.40
COTTON GOODS:			Branded Cows.....	10	16 1/2	Old Paper No. 1 Mix.....	22	42 1/2
Brown sheetings, standard..yd	10	12 1/2	No. 1 buff hide.....	8	13 1/2	PEAS: Yellow spl., dom..100 lbs	5.00	6.00
Wide sheetings, 10-4.....	50	60	No. 1 extremes.....	10	16	PLATINUM.....o	44.00	65.00
Bleached sheetings, stand....	16 1/2	18 1/2	No. 1 kip.....	11 1/2	16	PROVISIONS, Chicago:		
Medium.....	10 1/2	12	No. 1 calveskins.....	12	17 1/2	Beef Steers, best fat.....100 lb	12.60	17.00
Brown sheetings, 4 yd.....	7	9 1/2	Chicago city calveskins.....	116 1/2	22	Hogs, 220-240 lb. w'ts.....	11.00	11.00
Standard prints.....	10	12 1/2	HOPS: Pacific, Pr. '29.....	18	20	Lard, N. Y. Mid. W.....	11.75	12.50
Standard drills, standard.....	10	12 1/2	JUTE: first marks.....	4.30	7 1/2	Fork, mess.....bbl	31.50	30.50
Staple ginghams.....	10	10	LEATHER:			Lamb, best fat, natives.....100 lbs	3.00	3.25
Print cloths, 3 1/2-in. 64x90..	5 1/2-5 3/4	7 1/2	Union backs, t.r.....	39	51	Shamb, fat ewes.....	3.00	3.00
Rose, belting, duck.....	29	35-36	Scoured oak-backs, No. 1....	45	55	Short ribs, sides 1/2 ea.....	14.25	12.75
DAIRY:			No. 2 butt bends.....	60	69	Bacon, N. Y., 140 down.....lb	1 1/4	1 1/4
Butter, creamery extra.....lb	39 1/2	44	LUMBER:			Hams, N. Y., 18-20 lbs.....	18 1/2	20 1/2
Cheese, N. Y., fancy.....	24	25 1/2	White Pine, No. 1			Tallow, N. Y., sp. loose.....	5	7 1/2
Eggs, nearby, fancy.....dox	47	57	Barn, 1x4.....per M ft.	60.00	59.50	RAYON:		
Fresh, gathered, ex. Brats.....	29	41	FAS Quartered Wh.			Den. Fil.		
DRIED FRUITS:			Oak, 4/4.....	154.00	151.00	a 150 22-32.....	95	...
Apples, evaporated, fancy..lb	12 1/2	15 1/2	FAS Plain Wh. Oak.			b 150 40.....	1.60	....
Apricots, choice.....	11	17 1/2	FAS Plain Red Gum.			a Viscose Process, D Cellulose		
Citron, imported.....	21	22	4/4.....	102.00	105.00	Acetate.		
Currants, cleaned, 50-lb. box	11 1/2	12 1/2	FAS Poplar, 4/4, 7 to			RICE: Dom. Long Grain, Fcy..lb	6	6 1/2
Lemon Peel, imp'd.....	16 1/2	16	FAS Ash 4/4.....	110.00	115.00	Blue Rose, choice.....	4 1/2	4 1/2
Orange Peel, imp'd.....	17	17	FAS Birch, Red, 4/4.....	95.00	97.00	Foreign, Japan, fancy.....	4 1/2	4 1/2
Peaches, Cal. standard.....	10 1/2	13 1/2	FAS Chestnut, 4/4.....	120.00	125.00	RUBBER: Up-River, fine.....lb	13	21
Prunes, Cal. 40-50, 25-lb box	7 1/2	12 1/2	No. 1 Com. Mahogany.....	80.00	86.00	Plan, 1st Latex crude.....	9 1/2	21
DRUGS AND CHEMICALS:			FAS H. Maple, 4/4.....	160.00	165.00	SILK: Italian Ex. Clas.....lb	3.25	5.40
Acetanilid, U.S.P. bbls.....lb	36	36	N. C. Pine, 4/4.....	90.00	85.00	Japan, Extra Crack.....	3.10	5.15
Acid Acetic, 28 deg.....	3.11	3.87	Under 12" No. 2 and			SPICES: Mace, Banda No. 1..lb	63	93
Carbolic, cans.....	47	46	Better.....	46.50	50.50	Cloves, Zanzibar.....	29	31 1/2
Citric, domestic.....lb	17	17	Yellow Pine, 3x12.....	64.00	64.00	Nutmegs, 105s-110s.....	19	28
Muriatic, 18'.....100	1.00	1.00	FAS Basswood, 4/4.....	79.00	85.00	Ginger, Cochiti.....	14	17 1/2
Nitric, 42'.....	6.50	6.50	Douglas Fir, Water			Pepper, Lampong, black.....	15 1/4	35 1/2
Oxalic, spot.....	11 1/4	11	Ship, C. 1 ft., N. Y.			Singapore, white.....	20 1/2	...
Stearic, double pressed.....	33	15 1/2	2x4, 18 feet.....	25.25	29.50	" Bombasa, red.....	15	...
Sulphuric, 60'.....100	15	15 1/2	Cal. Redwood, 4/4.....	75.00	75.00	SUGAR: Cent. 96'.....100 lbs	3.18	3.77
Tartaric crystals.....	35 1/2	38	Clear.....			Fine gran., in bbls.....	4.45	5.00
Fluor Spar, acid, 98%.....ton	38.50	38.50	North Carolina Pine.			TEA: Formosa, standard.....lb	12	19
Alcohol, 190 proof U.S.F.....gal	2.55 1/2	2.82 1/2	Roofers, 15/16x6.....	28.00	32.00	Fine.....	28	80
" denatured, form 5.....	44	50	METALS:			Japan, basket fired.....	14	20 1/2
Alum, lump.....lb	3.50	3.50	Pig Iron: No. 2X, Ph.....ton	19.78	21.26	Congu, standard.....	12	14
Ammonia, anhydrous.....	15	14	Basic, valley furnace.....	18.00	18.50	VEGETABLES: Cabbage.....bbl	1.00	2.00
Arsenic, white.....	4	4	Bessemer, Pittsburgh.....	20.26	20.76	Onions Wn., N.Y., Yel.....bag	1.00	2.00
Balsam, Copaiba, S. A.....gal	11.00	11.25	Gray Forge, Pittsburgh.....	19.78	19.76	Potatoes, L. I.....bbl	2.90	...
Peru.....lb	2.60	3.3	No. 2 South Cincinnati.....	15.69	17.19	Turnips, Rutabaga.....bag	1.00	...
Beeswax, African, crude.....	1.70	1.75	Billets, reolling, Pittsb'h..	31.00	35.00	WOOL, Boston:		
Bicarbonate soda, Am.....100	2.25	2.25	Forging, N. Y.....	36.00	40.00	Average, 25 quot.....lb	48.72	64.81
Bleaching powder.....100	2.00	2.00	Wire rods, Pittsburgh.....	38.00	42.00	Ohio & Pa. Fleeces.....		
Borax, crystal, in bbl.....	2 1/4	2 1/2	O-h, rails, by, at mill.....	43.00	43.00	Delaide Unwashed.....	31	33
Brimstone, crude dom.....ton	18.00	18.00	Iron bars, Chicago.....100 lbs	1.75	2.05	Half-Blood Combing.....	29	44
Calomel, American.....	2.05	2.05	Steel bars, Pittsburgh.....	1.60	1.95	Half-Blood Clothing.....	26	37
Camphor, slabs.....	15.00	15.00	Shaps, Pittsburgh.....	1.60	1.95	Common and Braid.....	25	36
Castile Soap, white.....case	11 1/2	13 1/2	Sheets, black No. 24.....	2.40	2.85	Mich. and N. Y. Fleeces:		
Castor Oil, No. 1.....	2.95	3.00	Wire Nails, Pittsburgh.....	2.05	2.65	Delaide Unwashed.....	27	33
Caustic soda, 76%.....100	8	8 1/2	Pittsburgh.....	2.70	3.20	Half-Blood Combing.....	27	40
Chlorate potash.....	8	8 1/2	Galv. Sheets No. 24, Pitts..	3.00	3.60	Half-Blood Clothing.....	25	35
Chloroform, U.S.P.....oz	8.50	8.50	Coke, Connellville, oven.....ton	2.60	2.75	Wis. Mo., and N. E.:.....		
Cocaine, Hydrochloride.....oz	25 1/2	26 1/2	Furnace, prompt ship.....	3.50	3.75	Half-Blood.....	25	37
Cream tartar, domestic.....lb	2.25	2.25	Foundry, prompt ship.....	22.90	24	Quarter-Blood.....	28	41
Epsom Salts.....100	8 1/2	8 1/2	Aluminum pig (ton lots).....lb	7 1/2	8 1/2	Southern Fleeces:		
Formaldehyde.....	13	13 1/2	Antimony, ordinary.....	10 1/2	18	Ordinary Mediums.....	26	39
Glycerine, C. F., in drums..	15	24	Copper, Electrolytic.....	4.60	7.15	Ky. W. Va., etc.; Three-		
Gun-Arabic, Amber.....	29	34	Lead, N. Y.....	5.50	6.00	eighths Blood Unwashed..	33	49
Benzoil, Sumatra.....	90	110	Tin, N. Y.....	29 1/2	45 1/2	Quarter-Blood Combing.....	33	43
Gamboge, pipe.....	43	60	Triplate, Pittsburgh.....100-lb box	5.25	5.35	Texas, Scoured Basis:		
Shellac, D. C.....	1.85	1.35	MOLASSES AND SYRUP:			Fine, 12 months.....	73	88
Tragacanth, Aleppo 1st.....	18	18	Blackstrap-bbls.....gal	17	17	Fine, 8 months.....	68	86
Licorice Extract.....	38	38	Extra Fancy.....	60	60	California, Scoured Basis:		
Powdered.....	12	12 1/2	NAVAL STORES: Pitch.....bbl	7.00	7.00	Northern.....	65	85
Root.....	4.25	4.35	Rosin "B".....	5.80	8.72 1/2	Southern.....	60	78
Menthol, Japan, cases.....	8.95	8.95	Tar, kiln burned.....	13.00	13.00	Oregon, Scoured Basis:		
Morphine, Sulp., bulk.....oz	27 1/2	37 1/2	Turpentine, carlots.....gal	43 1/4	52 1/4	Fine & F. M. Staple.....	73	90
Nux Vomica, powdered.....lb	12.00	12.00	OILS: Coconut, Spot, N. Y..lb	6	6 1/2	Valley No. 1.....	73	83
Opium, jobbing lots.....	118.00	124.50	China Wood, bbls., spot.....	9	14	Territory, Scoured Basis:		
Quicksilver, 75-lb flask.....	40	40	Cod, Newfoundland.....gal	60	62	Fine Staple Choice.....	75	92
Quinine, 100-oz. tins.....oz	10	23	Coza, crude, Mill.....lb	7 1/2	8	Half-Blood Combing.....	70	94
Rochelle Salts.....	10 1/2	10 1/2	Cottonseed, spot.....	8.40	8	Fine Clothing.....	65	85
Sal ammoniac, lump, imp.....	90	90	Lard, extra, Winter st.....	10 1/2	12 1/2	Pulled: Delaide.....	80	108
Sal soda, American.....100	7 1/2	7 1/2				Fine Combing.....	47	78
Saltpetre, crystals.....	48	53				Coarse Combing.....	47	78
Sarsaparilla, Honduras.....	1.82	1.82				California AA.....	75	98
Soda ash, 58% light.....100	50	50				WOOLEN GOODS:		
Soda benzoate.....	5	6				Standard cheviot, 14-oz.....yd	1.83	1.80
Vitriol, blue.....	9	9				Serge, 11-oz.....	1.46	1.87
DYESTUFFS.—Bi-chromate						Serge, 16-oz.....	2.81	2.90
Potash, am.....lb	60	95				Fancy cassimere, 13-oz.....	2.35	3.00
Cochineal, silver.....						36-in. all-worsted serge.....	52 1/2	69
						36-in. all-worsted Pan.....	51 1/2	67 1/2
						Broadcloth, 64-in.....	8.75	4.25

+ Advance from previous week. Advances, 20 — Decline from previous week. Declines, 34 \* Carload shipments, f.o.b., New York. † Quotations nominal

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## DUN'S STATISTICAL RECORD

Latest Week :	1930	1929
Bank Clearings.....	\$7,205,889,000	\$10,903,750,000
Crude Oil Output (barrels)	2,461,350	2,973,450
Freight Car Loadings.....	946,549	1,143,966
Failures (number).....	336	300
Commodity Price Advances	20	25
Commodity Price Declines	34	29
Latest Month :		
Merchandise Exports.....	\$269,000,000	\$402,861,000
Merchandise Imports.....	219,000,000	352,980,000
Building Permits.....	114,753,800	172,856,300
Pig Iron Output (tons)...	2,526,500	3,755,680
Steel Output (tons).....	2,933,399	4,850,583
Unfilled Steel Tonnage...	4,022,055	4,088,177
Cotton Consumption (bales)	378,835	547,165
Cotton Exports (bales)...	176,435	237,507
Dun's Price Index.....	\$170.924	\$192.004
Failures (number).....	1,913	1,762
†Daily average production.	†Domestic consumption.	

## THE WEEK

MORE promising aspects, more tangible reasons for encouragement, and a further strengthening of sentiment mark the general business situation with the passing of what is traditionally the duller period of a year. Precedent is being followed now, with an acceleration of activity as September opens, and the upward trend is the more significant in the present instance because of the extent and scope of the preceding recession. A more cheerful feeling had recently developed in various quarters in anticipation of a turn for the better, and the fact that improvement has come at the time it was expected is an important phase. Even with only moderate gains in actual operations, confidence has been bolstered, and unsatisfactory features, although by no means disregarded, are less prominently in the foreground. Evidence that all readjustments to new economic conditions have not yet been completed is sufficiently plain to temper the current reports of seasonal revival, but constructive changes in progress scarcely can fail to have ultimately beneficial effects. Nothing has occurred to alter the widely-held opinion that commercial recovery, as a whole, will be gradual, and recognition of this probability should serve to modify hopes as to results in the early future. There is, however, a definite movement in the right direction now, embracing numerous lines, and certain of the statistical indices are beginning to reflect the rise. Thus, records of steel output, railroad freight traffic and retail sales, among the principal barometers, are more favorable, as is also the action of wholesale commodity prices. The first advance in DUN'S monthly index number in about a year was entirely due to higher quotations for grains in response to crop damage by the protracted drought of the Summer, yet recent weekly lists have disclosed a slackening of the prolonged decline, and signs of stabilization in some leading markets have increased. At some point, supply and demand will be more generally balanced, after sharp curtailment of outputs, and an improved status in this respect already exists in different channels.

Contrasts mark the insolvency record for August, commercial failures being fewer in number, but larger in liabilities. Numerically, improvement at this season is to be expected, and last month's total decreased to 1,913. In no previous month this year was the number below the 2,000-level, and the decline from January's maximum of 2,759 exceeds 30 per cent. The August defaults, on the other hand, are fully 8 per cent. above those of the corresponding period of 1929. In point of indebtedness, last month's exhibit is unsatisfactory, with more than \$49,000,000 involved. The amounts have been higher during most earlier months this year, but the August aggregate is more than 23 per cent. above that of July and larger by nearly 46 per cent. than the liabilities for August, 1929.

A significant feature of the commodity price situation is the rise in DUN'S index number as of September 1. The advance did not quite reach 1 per cent., yet it marked the first upturn since last September. Four of the seven groups comprising the compilation moved to higher levels, but the increase in the index number, as a whole, occurred only because of the action of grain markets. The latter naturally were sensitive to the reports of crop damage through drought, and corn was especially affected. Since the principal cereals enter largely into general consumption, wide alterations in their prices have an appreciable influence on DUN'S record of prices. During the present week, the tabulation of wholesale quotations again discloses an excess of recessions, but the trend toward a narrowing of the margin of declines has become more distinct.

Such recent changes as have occurred in the steel industry have been mainly in the right direction. A single week, shortened by a holiday, cannot be regarded as a true index to the future, yet definite signs of improvement have increased. Thus, the average of output has risen a little more, in response to larger demands, and the price structure seems firmer, with no further decline in the composite quotation for finished steel compiled by *The Iron Age*. As a reflection of the latter condition, leading independent sheet makers were reported to be taking a more decided stand on prices, eliminating the minimum figures later named. Conservatism among most buyers persists, although additional important inquiries for structural steel have been placed, the volume being estimated as the largest since the second week of June. The demand from that quarter has been one of the mainstays of the market for a considerable period, while the passing of the drought scare has been followed by a rise in tinplate production to a 70 per cent. rate.

Even before September opened, there were indications of a turn for the better in textile trades, and this trend has been accentuated since the Labor Day holiday. A considerable broadening of demand has appeared in primary markets, in common with the seasonal experience, and the larger purchasing has been of wider scope. At low prices, cotton



goods have sold quite freely, and it is regarded as significant that some of the contracts placed have covered deliveries into the first quarter of next year. It is more generally recognized now that both wholesale and retail distribution decreased appreciably during the Summer, and the reduced public buying power makes the outlook uncertain. Recent movements, however, have been of a moderately encouraging character, with the natural effect of strengthening sentiment.

In common with various other lines of business, moderate betterment has occurred in the leather and footwear trades.

Such a trend was to be expected with the passing of the Summer holidays, and even the slight gains which appear have given some encouragement. Where sole leather is being purchased, it is mainly in small quantities, but the orders have been quite well distributed. A more promising outlook in footwear circles also gives some stimulus to operations in upper leather, while the firmer markets for hides have been sustained. Scattered advances, in fact, are shown in published quotations, although considerable resistance to the increases has developed. With no further declines recorded, however, the general situation is regarded as being improved.

## GENERAL BUSINESS CONDITIONS

### *Eastern States*

**BOSTON.**—Although for several months industrial activity has been considerably below that for the corresponding months of last year, there has been no corresponding falling off in the consumer demand, as shown by the sales of the department stores. Raw cotton prices are tending upward, but New England mills continue to purchase small quantities and are not seeking to cover for future orders. Sales of print cloths and other staple lines of cotton goods are increasing, and prices are somewhat firmer. A few of the larger users of cotton yarns have been placing orders, but smaller users have not been in the market, to any extent. Prices are weak. Substantial declines in the activity of cotton and silk in New England was 13 per cent. lower the latter month than during June. Cotton receipts at the principal New England centers were less than  $\frac{1}{2}$  of the volume received earlier in the year.

Demand for structural steel is fair, and there has been some increase in the sale of steel bars and plates. Hides are moving in small quantities. Prices are rather irregular, and leather is weak, with the market comparatively dull. Kid is more active, with prices firming; some shoe centers especially in men's lines are more active. New England wholesale shoe concerns reported sales for July, 22 per cent. less than those for July, 1929, and for the year to the end of July, 15 per cent. less than for the corresponding month of last year. The Massachusetts cranberry crop is expected to be 395,000 barrels, a little below that of last year, but somewhat above the average.

**NEWARK.**—The return of large numbers of those who have been on vacation, together with the early opening of schools, has had a favorable influence on retail trade, bringing about a slight upturn in activity. Advance Fall styles in women's wear, now on display, have been favorably received, though millinery and kindred lines have not, as yet, developed much activity. Dealers continue to direct their efforts toward reducing seasonal Summer stocks of merchandise, and the carry-over will, in many instances, be negligible. The disposition to buy conservatively and not beyond immediate requirements still is in evidence.

There is little evidence of improvement among manufacturers generally; nearly all are now operating with reduced working forces, but manufacturers of paints and varnish, who have been quiet for some time, report some improvement in demand. There is slightly more activity among manufacturers of advertising specialties and metal novelties. Receipts of coal and coke are larger, but dealers still report that householders are tardy in placing orders for the usual Winter supplies of fuel.

Building operations continue to register low levels of activity and volume, as compared with the record of previous years. There is a moderate amount of building for residential use in the suburban or outlying areas, but otherwise quiet prevails. Local building permits for the first eight months of 1930 aggregate \$9,479,974, as compared with \$20,410,485 for the corresponding period of 1929. Dealers in lumber and building material have experienced a corresponding lessening of demand, with a tendency toward price recessions. Bank clearings for the week were \$25,067,000,

while for the same week last year they were \$29,986,000. Money is in ample supply, at the regular rates of interest, for all business requirements.

**PHILADELPHIA.**—There has been some improvement during the week in retail buying and, with low stocks on hand, it is expected that demand in the near future will be more general. Manufacturers anticipate considerable activity, owing to depleted stocks. The cotton yarn business has shown a slight betterment during the past week, but spinning mills continue to run on restricted time. Manufacturers of knitted and cut silk underwear, golf hose and mufflers state that business has shown a marked improvement. In the hosiery trade, while orders are not coming in as fast as anticipated, it appears that a large percentage of manufacturers have started to build up their stocks, to some extent, hoping that business will improve by Fall. The output of athletic shoes and ballet slippers in July and August showed a satisfactory increase over the 1929 record for the same months.

During the last three months, the electrical trade has been running along at an even pace, approximately 20 per cent. below the record for the same period last year. Conditions in the furniture business have improved, with July shipments, with some manufacturers, jobbers and dealers 40 per cent. above those of July, 1929. August shipments were 15 per cent. more than those of August, 1929, and about 50 per cent. more orders are on hand for September shipment than was the case a year ago at this time. The demand for radios has increased during the last two weeks, and a good September is anticipated. The sales of groceries are showing an upward trend, particularly in the canned vegetable line. A good demand during the final months of the year is expected.

**PITTSBURGH.**—A slight improvement in retail trade is noted with the opening of schools and the approach of Fall, although warm weather continues to retard buying of Fall wearing apparel. Business, as a whole, continues materially lower in volume than it was a year ago, and jobbers report buying still comparatively light. There is a moderate movement of men's and women's wearing apparel and dry goods, with demand for shoes slightly better, although unfilled orders are light, and prices show a downward tendency. Hides are lower, with the movement of leather slow and prices easy. The demand for automobiles continues quiet, with a large stock of used cars on the market. There is a fair demand for automobile accessories. Lumber, brick and other building materials continue to move slowly, and construction work is light, except for public work of various kinds, which continues quite active. Groceries and provisions are in moderate demand, with a fairly good sale of canned goods noted. Manufacturers of confectionery report trade quieter than usual for this season of the year.

Industrial operations show comparatively little change, with the holiday cutting into production. Steel mills are operating at about the same average rate as last week, which still is very materially lower than it was a year ago at this time, when the rate of operations was dropping. The production of plate glass shows little change, and the demand continues light. Production of window glass is at a very

low rate, although production during August was slightly in excess of that of July. The total, however, is lower than it has been for any August in recent years. There is comparatively little change in the demand for electrical equipment, although electric refrigerators and radio equipment continue to move in fairly good volume. Sanitary and heating equipment continue to move slowly, in comparison with the record of previous years. There is little change in the production of crude oil, with prices holding steady. A slight increase in the production of bituminous coal was reported last week, but the tonnage still is lower than it was a year ago, and demand from industrial sources continues unusually light. Prices of western Pennsylvania grades of run-of-mine coal are quoted per net ton, at mines, as follows: Steam coal, \$1.25 to \$1.75; gas and coking coal, \$1.50 to \$1.75; and steam slack, 70c. to \$1.

**BUFFALO.**—There still is some holding back in certain lines, but the present week saw the development of an entirely better tone in the primary markets. This was due, in a great measure, to an increased inquiry for goods resulting in the placing of orders for quick shipment. The general trend, however, is toward conservatism on the part of the buyer. The season is showing, in point of sales, results which fall behind the record of a year ago, notwithstanding the fact that a greater effort has been made to stimulate retail sales by liberal advertising and special offerings. Net profits have lessened proportionately.

The manufacturer and wholesaler are keeping stocks well in hand with no overproduction to be forced on the market. There is a tendency to lower prices. Clothing manufacturers have, in some cases, opened up their Spring lines, with prices remaining at former levels or a little lower. Belated requests for heavyweight fabrics are frequent. Building is quiet. The burden seems to be falling on home builders and activities are below the record of former years. Hardware and kindred lines are showing a little more life. Sales of automobiles have increased during the last two weeks. The general sentiment as regards the near future is encouraging.

### Southern States

**ST. LOUIS.**—The downward trend, which has marked industry and commerce for the past several months, continues in force, and preliminary reports do not show much improvement in the distribution of merchandise, except in the case of dry goods and shoes, where the Fall buying season has made for a little more volume.

In certain manufacturing lines, such as steel, lumber, fire clay products and other building materials, Summer suspension of plant activities were more protracted than usual, which made for further increase of unemployment. This condition is attributed largely to the drought, and the irreparable damage to crops, particularly corn, hay and pasture, as well as commercial vegetables, fruits and truck gardens. Heavy toll also was taken in the livestock, poultry and dairy industries. The sharp curtailment of the purchasing power in the agricultural areas is reflected in the lessened demand for goods in the farming communities. In addition to the lack of new business, there has been some cancellation of orders.

Building permits for the city of St. Louis amounted to \$1,274,401 for August, compared with \$2,309,698 a year ago. There has been a falling off in the volume of freight traffic, the movement of grain and grain products fell sharply, as did also the movement of merchandise, miscellaneous freight and fuel, but consumption of electricity showed an increase. Ice plants, flour mills, electric refrigerator manufacturers and beverage makers supplied the gain. The decrease was most marked in the steel, automobile, stove and cement industries.

**BALTIMORE.**—Although improvement is noticeable in some lines, there has been no general upturn in business, and buying for Autumn requirements is still lagging. A recent survey of local retail stores discloses the fact that their sales thus far this year are 3 per cent. above the figures for the corresponding 1929 period, and that 35.7 per cent. of the business was transacted on a cash basis. The persistent drought is further deteriorating crop prospects and thus lessening the farmers' purchasing power, but pessimism does not appear to be so dominant as during the Summer months and, in some quarters, there is a distinct feeling of conserva-

ative optimism. Automobile distributors report current volume to be under expectations, although accessory houses are transacting a fair trade and there is a good demand for gasoline and lubricating oils. The textile trades are improving slowly, especially in fabrics for women's wear, but in the men's clothing division a lesser gain is recorded; dry goods and notions are in fair demand only; the shoe industry continues quiet.

There is now better buying of hardware and machine tools; the paint and wallpaper business is practically on a par with the turnover a year ago. The copper industry remains depressed, but various other base metals and silver are giving evidence of more stability. Shipyards are faring better than they did a year ago, and the past week has witnessed a distinct improvement in the wholesale paper and stationery lines, school supplies being in especially good demand. Commercial alcohol and acids are moving fairly well, but wholesale drugs and sundries are rather quiet, although sales of cosmetic and toilet requisites show no recession. The agricultural implement business is disappointing, and current fertilizer sales are below expectations.

The local oyster season opened last Monday, but it is predicted that the quantity will be subnormal, and the prices high; thus far receipts have been light, but the demand has been rather weak, because of the warm weather. Current arrivals of nearby produce also are light, but drought damage, reducing prospects of overproduction, is imparting a firmer tone to all farm products.

**NORFOLK.**—Business, in most lines, continues at a level considerably below that of the same period last year. Unemployment, which reached its lowest point in May, has diminished during the past sixty days. During that time, a large automobile assembling plant resumed operations; also, some expansion in building was noted. The present unemployment in the building trades of about 15 per cent. is expected to be reduced within the next thirty days, as several rather large projects are in the offing.

With the exception of an improvement in local trucking conditions, brought about by recent rains and a rise in prices, the outlook throughout the farming section of eastern Virginia and North Carolina is discouraging. Tobacco, which is off quality and weight, is averaging 11c., while cotton is selling below the cost of production. Sweet potatoes are bringing good prices, but white potatoes are being held for a higher market. Early reduction sales have made room for new merchandise, and already Fall styles are on display.

**LOUISVILLE.**—There is a better trend to the course of local business, many firms showing gains in their sales totals. One of the largest department stores in this city, for instance, reports that sales for the six months ending July 31 were ahead of the record for the corresponding period of 1929. Fall merchandise is beginning to move in fair volume, with prospects more encouraging than they have been for many weeks. With hardware merchants, too, business is showing an improvement, in spite of the fact that distribution has been retarded, to some extent, by the drought. One of the large manufacturers of salt in this city claims that sales are considerably ahead of the record of 1929 for the comparative period.

Demand for paints and varnishes is on the increase, and a further gain is anticipated as the Fall season advances. Building material continues to move in restricted volume, although manufacturers of roofing report a satisfactory demand. Manufacturing of tillage implements and harvesting machinery are having more orders than usual, but the volume is smaller. Conditions in the agricultural districts have improved, as in numerous sections rain came in time to permit fair to good crops.

### Western States

**CHICAGO.**—Retail trade started September in good fashion with several heavily-advertised bargain sales by "Loop" stores drawing crowds of shoppers. Wholesale trade was in fair volume, but a little slow after the three-day holiday. Sales of a large mail-order house for August were 15.9 per cent. below those of the like month of 1929. August new car registrations of automobiles in Cook County totaled 5,917, against 11,378 in the like month of 1929. The three companies announcing new models late in July made a little better showing relatively than their competitors, but otherwise the sales record indicated by the registrations was ad-

verse. Building permits for the same month totaled \$7,634,700, against \$18,131,000 in August, 1929, and \$15,777,800 in August, 1928.

Meat packers reported a better sales volume for dressed meat, while one of the large companies called a \$2,500,000 note issue a year ahead of the due date—indication of fairly good earnings for the industry. The livestock market was easy, following the resumption of trading with the poorer grades of cattle off 25c. on Tuesday. The top for the best grade of hogs was \$11.35. Hides opened firm, but trading was slow. August sales of coal at retail were below those of last year. Railroad buying of lumber brought about a better trend in the wholesale market, but the retail building material sales continued to drag.

**CINCINNATI.**—With vacations terminating and other seasonal influences removed, the beginning of a new quarterly period is developing a more cheerful feeling in trade channels. August business was hardly equal to that of July in most lines, and conditions in the adjacent agricultural regions caused a temporary setback. In retail circles, Fall merchandise is being displayed, but continued high temperatures have deferred the call for this class of apparel, except requirements needed for school preparation. Visiting merchants attending the Fall Market Week, August 25 to September 6, inclusive, under the direction of local wholesale houses and manufacturers, have stimulated house trade, but there apparently is no inclination to anticipate requirements. Quotations of cotton fabrics showed no further weakness, and the market continues generally dull.

**CLEVELAND.**—Retail trade, outside of the strictly seasonal activities, is classed as dull. Sales of the leading department stores during July and August fell off as much as 12 per cent. Some lines suffered to even a greater degree, these including furniture, groceries, drugs, hardware, shoes, dry goods, and the general run of wearing apparel. The same general situation features the wholesale trade, the various depressed lines being affected along about the same percentages as the retail business.

Manufacturing operations continue to lag, and the anticipated recovery in some of the basic industries has not materialized, as yet. The automobile business has not taken on its normal volume of raw materials, although, in some instances, makers have resumed operations on the level that prevailed prior to the Midsummer recession. The rubber tire business has followed suit, and manufacturers are operating along cautious lines. Manufacturers of clothing report that employment in their line has been lower than at any time within the past five years. Building activities also are depressed, contracts for July in this vicinity falling off about 20 per cent. The main cause is the decline in dwelling construction, although the entire industry has been affected.

**TOLEDO.**—There has been very little change in general business conditions. In fact, the week marked the ending of what is usually known as the vacation season and, with a holiday therein, it is usually a dull one for business in general. Weather conditions have been more favorable and have resulted in some stimulation of trade. The manufacturers of women's cloaks, suits and dresses report that they are already receiving some fill-in orders, indicating that buying has been in excess of expectations, as purchases were made conservatively. The opening of the schools also has stimulated the movement of certain lines of wearing apparel and supplies. Some of the smaller steel mills, and metal manufacturers report better sales.

**DETROIT.**—Local trade conditions, while showing a slightly better tone in certain lines, still evidence a lack of general improvement, as a whole. Buying of seasonal merchandise has not reached the desired volume, and special sales have been held to clear stocks, with some moderate success. Purchases in general, both in retail and wholesale circles, are being confined as closely as possible to immediate and imperative needs, and orders are extremely conservative.

Real estate is not showing any activity, and building and construction work continue in reduced volume, as compared with the record of a year ago, or even with that of the past few months. The general trade tone is cautious and conservative. Factory output remains stationary in some instances, and reduced in others, with working forces still on much lowered schedules.

**TWIN CITIES (Minneapolis-St. Paul).**—Threshing operations have generally demonstrated better yields of grain in this section than were anticipated a few weeks ago. The prevailing low grain prices, however, are having a deterrent influence against any important revival of retail trade, and the seasonal increase in sale of staple commodities is obviously below normal. Flour prices have been attractive to buyers; sales and production of flour have continued to be of a satisfactory volume. A leading manufacturer of tractors and harvesting machinery reports the employment of more men than at this season last year, due principally to an increase in foreign sales. While manufacturers in some other lines are not so fortunate, it would appear that industrial and general business conditions here may be relatively less unfavorable than in some other sections of the country.

**KANSAS CITY.**—Jobbers of staple lines in Fall merchandise report that shipments to their customers the past week were a little more active. In the local retail trade in the city, houses selling clothing and school supplies report that trade has been fairly brisk. There seems to be a fair amount of business transacted by the house-furnishing concerns at this time, as is usual, although it is reported that the volume is not quite so heavy as it was a year ago.

### Pacific States

**SAN FRANCISCO.**—The month of August closed with business showing more progress in most lines of trade. Inquiries are being received for Fall business and, where stocks are low, dealers are confident of better orders from now on. Increased sales are noted in millinery and ready-to-wear items, including furs. In the building trades, there is considerable repair and alteration work going on, and a surprisingly large number of vacant buildings are being turned into miniature golf courses. Painters are busy. The tendency of landlords to work with their tenants has helped many a small merchant over a slack period.

**LOS ANGELES.**—While the volume of business is generally less than that for the same month last year, a comparison with the record of previous years shows business to be fully up to the average. It is noted that the larger department stores are carrying lighter stocks than formerly, and are using the local jobbing houses to keep up their current requirements. Wholesale firms in this district show a decline of 13 per cent. this year, as compared with the sales record of 1929.

Employment conditions have shown an improvement, with increased activity in industrial lines, among these being motion pictures, construction, wearing apparel, millinery and furniture. Petroleum still is maintaining a voluntary reduction in production. Reduced volume of many agricultural products is noted, but is balanced by increased prices received. The crop of walnuts will amount to 23,333 tons, against 33,200 tons last year. Beans are late in maturing, due to cool weather, and will show a reduced volume.

**SEATTLE.**—Intercoastal lumber rates for September will be \$8 on contract and \$10 non-contract. This is a continuance of the rates obtaining in August. Sales of cement in Washington and Oregon in July totaled 426,000 barrels, the largest single month since August, 1928. Shipments of cement for Washington and Oregon in the seven months of this year show an increase of 14 per cent. over those for the like period of last year.

The choicer varieties of Alaska canned salmon have opened at prices somewhat in advance of last year's. Some cheaper grades are lower. Reds opened at \$3.10 a dozen for tall cans; kings and chinooks, \$2.65; pink, \$1.20. With a carry-over of 800,000 cases of pinks, the present total is estimated at 3,300,000 cases. Washington's apple crop on August 1 was estimated at 9,348,000 barrels. In 1929, the State harvested 8,300,000 barrels, and the five-year average is 8,200,000 barrels. The State's peaches will total 691,000 bushels. The peach crop is below that of 1929, while the Washington pear crop is second in the country, with 655,000 bushels in excess of the 1929 harvest.

**PORTLAND.**—Business is moving along at a fair pace, as the Fall season opens. The close of the vacation period caused some quickening of retail trade, but with warm weather continuing, the demand for heavier wearing apparel is light. In the wholesale trade, the volume of business is



normal for this time of year, and prospects are considered good. The output of lumber in the fir-producing districts is down to the lowest point reached in years, and basically the relation of the supply to the demand is gradually getting into a more favorable position. A survey of 133 of the larger mills shows that during a month's period stocks were reduced over 10,000,000 feet. Practically all the most-called for items and grades have been sold faster than manufactured. The low grade of both uppers and common are still being piled up, as is to be expected on a soft market. While output was decreased in the past week, a fair increase in sales was recorded, mainly in the rail and local trade. Export business continues limited.

Wheat trading was on a larger scale in both the cash and futures markets. Farmers have offered freely, in spite of lower prices, and exporters, who have been ready buyers, have done a good business with the United Kingdom and the Orient. Winter wheat threshing is completed, and good progress is being made with Spring wheat. Oregon farmers are preparing to sow more Winter wheat than last year.

Prune picking for driers has started, but values have not been established yet for the new crop movement, largely because of the slack foreign demand. A fair amount of prunes have been bought by canners and heavy shipments of fresh prunes are being made to the Eastern markets. The movement of pears to the East also is large and apple shipments are increasing. The Columbia River salmon season closed with a pack of 377,000 cases, an increase of 55,000 cases over last year. The wholesale value of the pack is around \$6,000,000 and fishermen received approximately \$3,100,000 for their season's work.

### Dominion of Canada

**MONTREAL.**—A return to more normal temperatures during the week has had a beneficial effect on retail trade in general, and has helped appreciably in the liquidation of stocks of Summer wear. Tourist traffic was of slow development during the height of the season, but during the past two weeks there has been a heavy influx of visitors, taxing hotel and rooming accommodations. Dealers catering to this class have reported an active business. The near approach of school reopening has stimulated sales of school requisites, children's clothing, shoes and kindred items. Dry goods jobbers are in receipt of a fair volume of sorting orders from the older Provinces, but general buying for Fall requirements is in moderate volume.

Prices are holding firm in the leather market. Local shoe factories have practically cleared all orders for Summer footwear, and travelers on the road with samples of Fall merchandise are meeting with fair encouragement. Some of the larger building projects are well on the way to completion; no new undertakings of importance have been announced, and activities in the building and allied trades continue below normal for the season. Little change is noted in industrial circles. In some departments there has been a resumption of operations on close to full time schedules, but general improvement is not looked for until late in the Fall.

**QUEBEC.**—Retail sales continued in satisfactory volume during the past week, contributory factors being the warm weather which has prevailed, and the number of families who have returned from holiday resorts for school reopening. Wholesalers of clothing and dry goods continue to receive a fair number of orders, but shipments are small and, on the whole, the situation is not featured by any marked change.

In manufacturing circles, boot and shoe factories are fairly well employed, producing, on an average, about 85 per cent. of capacity. Furniture plants are running from four to five days a week. Fine gloves are in fair demand, and plants engaged in the manufacture of workmen's glove and mitt lines are working on full time, for the most part. The local building trade is fairly active, while construction work, which includes the building of the deep water wharf, sheds and the tunnel to connect with the wharf, provides employment for a large number of laborers.

**TORONTO.**—Business for the first week of September was buoyed by an optimistic undercurrent which had minor tangibility to support it. Travelers were well received in

(Continued on page 14)

## CONTRASTS IN FAILURE RECORD

### Decreased Number of Defaults in August, but Appreciably Larger Liabilities

IN August, for the first occasion this year, commercial failures fell below the 2,000-mark, and the margin of increase over the total for a year ago narrowed appreciably. Thus, last month's defaults in the United States numbered 1,913, and this figure, although relatively high for the season, shows a reduction of 5.7 per cent. from the 2,028 insolvencies of July. The decline from the 2,759 failures of last January—the maximum for a single month—exceeds 30 per cent., there having been an almost steady trend toward improvement since that time. Not unnaturally, with economic adjustments continuing, the business mortality remains much above the average, but the numerical rise of 8.6 per cent. in August over the 1,762 defaults of the same period of 1929 contrasts with an increase of nearly 16 per cent. in July. Moreover, last month's insolvencies were little more than 3 per cent. above those for August, 1928.

The record of liabilities for last month is more unsatisfactory than is true of the number of failures, the amount being \$49,180,653. The indebtedness has fluctuated rather sharply all of this year, but has remained exceptionally high, owing chiefly to numerous defaults of large size. In July, the liabilities fell below \$40,000,000 and were the smallest of the present year, but there was a sharp expansion to \$49,180,653 in August. That represents a rise of 23.5 per cent., while the increase over the \$33,746,452 of August, 1929, is fully 45 per cent. The highest point for the current year was reached in June, with something more than \$63,000,000 involved, and the August indebtedness therefore shows a reduction of about 22 per cent. from the maximum figures.

Monthly and quarterly failures, showing number and liabilities, are contrasted below for the periods specified:

	Number			Liabilities—
	1930	1929	1928	1930
August .....	1,913	1,762	1,852	\$49,180,653
July .....	2,028	1,752	1,723	39,826,417
June .....	2,026	1,767	1,947	\$63,130,762
May .....	2,179	1,897	2,008	55,541,462
April .....	2,198	2,021	1,818	49,059,308
2nd Quarter.....	6,403	5,685	5,773	\$167,731,532
March .....	2,347	1,987	2,236	\$56,846,015
February .....	2,262	1,965	2,176	51,325,365
January .....	2,759	2,535	2,643	61,185,171
1st Quarter.....	7,368	6,487	7,055	\$169,357,551
1929 .....	1929	1928	1927	1929
December .....	2,037	1,943	2,162	\$87,465,114
November .....	1,796	1,838	1,864	52,045,863
October .....	1,822	2,023	1,787	31,313,581
4th Quarter.....	5,655	5,804	5,813	\$150,824,559
September .....	1,568	1,635	1,573	\$34,124,731
August .....	1,762	1,852	1,708	33,746,452
July .....	1,752	1,723	1,756	32,425,519
3rd Quarter.....	5,082	5,210	5,037	\$100,296,702
June .....	1,767	1,947	1,833	\$31,374,761
May .....	1,897	2,008	1,852	41,215,865
April .....	2,021	1,818	1,968	35,269,702
2nd Quarter.....	5,685	5,773	5,653	\$167,860,321
March .....	1,987	2,236	2,143	\$36,355,691
February .....	1,965	2,176	2,035	34,035,772
January .....	2,535	2,643	2,465	53,877,145
1st Quarter.....	6,487	7,055	6,643	\$124,268,608

### Record of Week's Failures

WITH the Labor Day holiday, returns of failures in the United States for five business days only this week, and show a total of 336. The number remains above that of a year ago, when 300 defaults were reported, and the Pacific Coast alone discloses a reduction. The largest increases are in the West and the East. Not only is the aggregate of all insolvencies higher this week, but failures with liabilities of more than \$5,000 in each instance rose to 208, from 163 in this period of 1929.

	Five Days Sept. 4, 1930		Week Aug. 28, 1930		Week Aug. 21, 1930		Five Days Sept. 5, 1929	
SECTION	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total
East .....	87	123	106	160	97	142	68	106
South .....	42	74	66	104	72	113	38	68
West .....	56	93	92	144	74	125	39	75
Pacific .....	21	46	21	63	23	56	18	51
U. S. ....	208	336	285	471	266	436	163	300
Canada .....	22	*36	39	61	25	41	13	*19
*Week								

## MONEY RATES SLIGHTLY HIGHER

Call Loans Advanced to 2½ Per Cent.—French Exchange Declines Sharply

MONEY rates this week showed slight and somewhat belated indications of the increased requirements for holiday currency and the month-end turnover. Some effects of the large demands for funds were apparent late in the previous week and early this week. In the general market, however, rates showed no deviations from earlier levels in the initial session of the current week. Call funds were available at 2 per cent. on the Stock Exchange, while money was loaned liberally in the outside market at 1½ per cent. As checks began to come in, call funds tightened slightly on Wednesday, the quotation on the Exchange rising to 2½ per cent., after a further renewal at 2 per cent. There were, moreover, no funds available at concessions in the outside market. These rates were maintained in later dealings. Time loans were unchanged at 2¼ to 2½ per cent. for shorter maturities, while four to six months' money was quoted at 3 to 3½ per cent. Indicative of the slack demand for call and time funds for stock market purposes was the decrease of \$90,000,000 in brokers' loans reported for August by the Stock Exchange. Commercial paper was quiet and unchanged at 3 per cent. for best names and 3½ per cent. for others. The bankers' acceptance market also showed no variations.

A sharp decline in French francs developed in the foreign exchange market, this movement overshadowing all other developments in the foreign currencies. The drop began in a moderate way on Tuesday. Accordingly, there were many conjectures at that time regarding possible further gold shipments to France. The downward movement gained momentum, and sharp declines on Wednesday and Thursday carried the level far below the rates at which gold might profitably move. French cables fell below 3.93. Canadian exchange, which also is of much interest, owing to the takings of gold by Montreal, remained at a small premium, but somewhat under the gold export point. Notwithstanding the quotation, an important shipment of the metal was made, an unnamed bank moving \$2,000,000 of gold across the border. European exchanges were easy, as a whole, sterling declining with the franc, owing apparently to a cessation of transfers, due to tourist expenditures in Europe. Marks, lire and guilders held fairly well, but Swiss francs and Scandinavian currencies dropped. Pesetas again turned weak. The Japanese yen was improved, making further gold imports from Tokio unlikely at the moment. Chinese rates, with their silver base, were firm and weak by turns, with net changes unimportant.

Daily closing quotations of foreign exchange (bankers' bills) in the New York market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Sterling, checks....	4.86½	4.86½	4.86½	4.86½	4.86½	4.86½
Sterling, cables....	4.86½	4.86½	4.86½	4.86½	4.86½	4.86½
Paris, checks....	3.93½	3.93½	3.93½	3.92½	3.92½	3.92½
Paris, cables....	3.93½	3.93½	3.93½	3.92½	3.92½	3.92½
Berlin, checks....	23.85½	23.85½	23.85½	23.84½	23.85	23.82½
Berlin, cables....	23.87½	23.87½	23.86½	23.86½	23.85½	23.82½
Antwerp, checks....	13.90½	13.90½	13.95½	13.95½	13.95½	13.95½
Antwerp, cables....	13.97½	13.97½	13.97½	13.97	13.96½	13.96½
Lire, checks....	5.23½	5.23½	5.23½	5.23½	5.23½	5.23½
Lire, cables....	5.23½	5.23½	5.23½	5.23½	5.23½	5.23½
Swiss, checks....	19.44½	19.43½	19.43½	19.43½	19.42½	19.41
Swiss, cables....	19.44½	19.44½	19.43½	19.43½	19.42½	19.41½
Guilders, checks....	40.26½	40.26½	40.26½	40.25½	40.25½	40.24
Guilders, cables....	40.27½	40.27½	40.27½	40.27½	40.27½	40.26½
Pesetas, checks....	10.71½	10.61½	10.59½	10.57	10.55	10.55
Pesetas, cables....	10.72	10.62	10.60	10.58	10.56	10.56
Denmark, checks....	26.80½	26.80	26.79	26.78½	26.77½	26.77
Denmark, cables....	26.81	26.80½	26.79½	26.79½	26.79½	26.78
Sweden, checks....	26.88½	26.88½	26.88½	26.88½	26.87½	26.87
Sweden, cables....	26.89	26.88½	26.89	26.88½	26.88½	26.88
Norway, checks....	26.79½	26.79½	26.78½	26.78½	26.78	26.77
Norway, cables....	26.80½	26.80	26.79	26.78½	26.77½	26.77½
Greece, checks....	1.29½	1.29½	1.29½	1.29½	1.29½	1.29½
Greece, cables....	1.29½	1.29½	1.29½	1.29½	1.29½	1.29½
Portugal, checks....	4.51	4.51	4.51	4.51	4.51	4.51
Portugal, cables....	4.52	4.52	4.52	4.52	4.52	4.52
Montreal, demand....	100.13	100.13	100.13	100.13	100.13	100.13
Argentina, demand....	35.68	34.95	35.35	35.62	35.31	35.31
Brazil, demand....	9.50	9.70	9.95	10.07	9.95	9.95
Chili, demand....	12.15	12.20	12.20	12.15	12.15	12.15
Uruguay, demand....	81.75	81.50	81.50	81.50	81.50	81.50

\*Holiday

Transactions in stocks on the New York Stock Exchange during August totaled 39,868,300 shares, a daily average trading of 1,594,732 shares. Sales during August, 1929, amounted to 95,603,400 shares and in 1928 reached a total of 67,160,400 shares for the same period.

## Bank Clearings Relatively Moderate

BANK clearings this week at the principal cities in the United States amount to \$7,205,889,000 and show a loss of 33.9 per cent. from those of the corresponding week of last year. At New York City, the figures this week are \$4,897,000,000, a decline of 38.2 per cent., while for the centers outside of New York the total of \$2,308,889,000 is 22.6 per cent. smaller. The week this year and last includes only five business days. Losses continue quite as heavy as for the recent preceding weeks and remain much larger than in the earlier months of the year, reflecting the situation caused by the exceptionally heavy totals at this time a year ago. Furthermore, this week's decline, compared with the total for the corresponding period of 1928, is also conspicuously greater than for the last two months, which undoubtedly reflects the heavy September settlements two years ago.

Clearings for the week, and average daily bank clearings for the last three months, are compared herewith:

	Five Days Sept. 4, 1930	Five Days Sept. 5, 1929	Per Cent.	Five Days Sept. 6, 1928
Boston .....	\$303,000,000	\$446,000,000	-32.1	\$401,000,000
Philadelphia .....	382,000,000	451,000,000	-15.3	420,000,000
Baltimore .....	67,681,000	78,503,000	-13.8	74,514,000
Pittsburgh .....	135,284,000	163,380,000	-17.2	157,560,000
Buffalo .....	35,371,000	62,434,000	-43.3	45,945,000
Chicago .....	430,404,000	586,994,000	-26.7	608,737,000
Detroit .....	113,707,000	169,991,000	-27.2	167,137,000
Cleveland .....	95,030,000	123,484,000	-23.4	102,763,000
Cincinnati .....	46,617,000	56,404,000	-17.3	57,601,000
St. Louis .....	94,300,000	105,000,000	-10.2	111,400,000
Kansas City .....	97,000,000	121,608,000	-22.4	127,200,000
Omaha .....	36,197,000	38,696,000	-6.5	40,163,000
Minneapolis .....	72,989,000	95,118,000	-23.3	76,478,000
Richmond .....	38,425,000	37,195,000	+ 3.3	37,727,000
Atlanta .....	34,982,000	48,064,000	-27.4	39,197,000
Louisville .....	31,792,000	30,880,000	+ 3.0	29,127,000
New Orleans .....	34,656,000	44,868,000	-22.8	45,438,000
Dallas .....	35,619,000	48,663,000	-26.8	46,307,000
San Francisco .....	162,700,000	194,100,000	-16.2	193,000,000
Portland .....	20,010,000	33,638,000	-39.8	34,290,000
Seattle .....	32,125,000	45,730,000	-29.8	43,916,000
Total .....	\$2,308,889,000	\$2,981,750,000	-22.6	\$2,922,500,000
New York .....	4,897,000,000	7,922,000,000	-38.2	6,334,000,000
Total All....	\$7,205,889,000	\$10,903,750,000	-33.9	\$9,256,500,000
Average daily:				
August .....	\$1,379,901,000	\$2,089,791,000	-33.0	\$1,461,935,000
July .....	1,677,199,000	2,165,093,000	-22.5	2,027,478,000
June .....	1,892,964,000	1,993,190,000	- 5.0	1,965,690,000
May .....	1,760,938,000	2,029,058,000	-13.3	2,067,298,000

## Record of Car Loadings

LOADINGS of revenue freight for the week ended on August 23 were 940,549 cars, the American Railway Association announced. This was an increase of 17,726 cars over the total for the previous week but a reduction of 197,417 cars from the number for the same week in 1929.

Increases over the immediately preceding week's total were reported in all commodities except ore, coke, grain and grain products. The car loadings in detail were:

	Week Ended Aug. 23.	Ch. Fr. Prev. Wk.	Ch. From Same Wk. 1929
Miscellaneous freight.....	367,279	+ 6,578	-88,669
Merchandise less than car lots.....	236,423	+ 2,332	-25,387
Coal.....	152,908	+ 15,241	-21,876
Forest products.....	41,376	+ 573	-28,287
Ore.....	55,081	- 2,552	-20,655
Coke.....	7,853	- 561	- 4,149
Grain and grain products.....	57,786	+ 4,526	- 4,040
Livestock.....	21,843	+ 643	- 4,359

—Decrease. +Increase.

Car loadings for the week ended on August 23 compare with those in other weeks as follows:

	1930	1929	1928	1927
Aug. 23.....	946,549	1,143,966	1,080,698	1,109,341
Aug. 16.....	922,823	1,102,567	1,057,909	1,066,823
Aug. 9.....	904,157	1,092,153	1,044,268	1,049,639
Aug. 2.....	918,335	1,105,920	1,048,821	1,024,088
July 26.....	919,349	1,102,553	1,034,326	1,044,697

## General Business Notes

Western furniture manufacturers report an increase of 52 per cent. in orders booked in July, compared with those taken in June. In 1929, July orders advanced 37 per cent. over those of June.

Indicated corn crop is under 2,000,000,000 bushels, compared with a final estimate of 2,614,000,000 a year ago, and a five-year average of 2,700,000,000 bushels.

Production of flour in the United States in the four weeks ended September 3 amounted to 6,620,576 barrels, a decline of 163,748 barrels from production of 6,784,324 barrels in the same period last year.

Outbound passenger movement from New York to foreign ports increased 9 per cent. during the first six months, compared with the record for the first half of 1929, while inbound traffic decreased 6.3 per cent.



# Dun's Weekly Survey of Money and Credit Conditions in the United States

## MONEY MARKETS

### In Eastern Sections

**Boston.**—The reserve ratio decreased during the week from 80.3 to 79.5 per cent., the reserves decreased about \$6,000,000, while the circulation liability decreased less than \$1,000,000, and the deposit liability decreased about \$3,000,000. Bills discounted increased \$2,000,000, and bills bought in the open market decreased about \$1,000,000. Between July 2 and August 30, a reduction of more than \$37,000,000 occurred in the total deposits of the Boston members of the Federal Reserve System. During the seven weeks' period ending August 20, there was an increase of \$2,000,000 in the holdings of acceptances purchased in the open market, and an increase of \$7,000,000 in holdings of government securities. The market is dull at present. The call rate is 3 per cent.; time money is 4 to 4½ per cent.; and commercial paper is 3 to 3½ per cent.

**Philadelphia.**—Banks report a firm tendency in the call money market, although funds are readily available at a 4 per cent. renewal rate. This was attributed to the month-end settlements and requirements for Labor Day currency. The rate for time loans was 5 per cent. for the best names, while prime commercial paper at 3 per cent. showed little change from the quotations of the previous week.

### In South and Southwest

**St. Louis.**—Credit requirements on the part of commercial and industrial interests show little expansion, and demand for funds for agricultural purposes has been light in spots and generally irregular. The demand from grain handlers and flour mills has been considerably smaller than it was a year ago. Current rates of interest at St. Louis banks are: Commercial loans, 3½ to 5 per cent.; collateral loans, 4½ to 5½ per cent.; and cattle loans, 5½ to 6 per cent.

**Kansas City.**—Commercial banks report that deposits have been fairly well maintained, the savings associations consulted reporting that they are not much different than they were a year ago. Loans by commercial banks still are running considerably under the figures of 1929. The Federal Reserve rate is 3½ per cent., with member bank rates principally from 5 to 6 per cent.

**Atlanta.**—While ample funds are reported available at all local banks, there is but a moderate demand, and the trend toward the liquidation of outstanding loans continues. It is anticipated that the free movement of cotton will increase the call for money to handle the crop and thus bring more activity to general business.

**Dallas.**—Local bank deposits are well maintained. Clearings last week increased \$8,000,000 over those of the week previous, but were considerably under the total for the same week of 1929. Demand for loans is quiet, with prime commercial paper continuing at 4½ per cent.

### In Western Sections

**Chicago.**—There was but very little change in the money situation on the local market during the past week. Commercial paper continues at 3 to 3½ per cent., while over-the-counter loans were 3¼ to 3½ per cent. Brokers' loans on collateral are 4½ per cent., while customers' loans on collateral range from 5 to 6 per cent., with shading to preferred names.

**Cincinnati.**—Except for the usual first-of-the-month requirements, financial movements during the week were light. Money is in plentiful supply, with the demand from commercial sources restricted. Rates are unchanged, ranging from 5 to 6 per cent. for industrial loans, and averaging 5 per cent. for call paper to brokers.

**Cleveland.**—The situation in the money market is fairly steady, and there is no important change announced in the rates of interest. There was another large falling-off in debts to individual accounts reported by the local Federal Reserve Bank, the total for last week being under both that of the previous week and also below the total for the corresponding week of last year. Little noteworthy change was made in any of the other items usually reported upon by the Reserve Bank.

**Twin Cities (Minneapolis-St. Paul).**—Ample funds are available at local banks, but demand for loans is below normal for this season of the year. Bank rates still are quoted at 4 to 6 per cent. Commercial paper ranges from 3¼ to 3½ per cent.

## COLLECTION CONDITIONS

### In Eastern Districts

**Boston.**—The local department stores reported 40.9 per cent. of regular accounts outstanding on July 1, collected during that month, as compared with 46.4 per cent. for July, 1929. The New England department stores reported collections 5.1 per cent. slower, while wholesale shoe concerns found them 3.8 per cent. slower and wholesale grocers 1.9 per cent. below those of last year. Collections last week reached a very low point, but a slight improvement is noted.

**Providence.**—While a slight improvement was noted in the collection situation this week, payments generally are not better than slow.

**Hartford.**—The local collection status showed but little change during the week, the most of the reports received revealing little improvement.

**Newark.**—While sentiment has shown a decided improvement, there have been no actual gains recorded in the collection situation, as compared with the record of a week ago.

**Philadelphia.**—A better sales trend in most trades has been reflected in a more satisfactory collection situation, except in the textile lines where tardiness still prevails.

**Pittsburgh.**—Little improvement is noted in the collection situation, with the average considerably lower than it was at this time a year ago.

**Buffalo.**—Local collections are running along without any great change, but at best they are not better than fair, and in many lines are actually slow.

### In South and Southwest

**St. Louis.**—Complaints of backwardness in collections are more general than they have been, particularly throughout the agricultural areas. Requests for cancellations and extensions are rather numerous.

**Baltimore.**—The collection situation continues subnormal, and no appreciable improvement is anticipated until there is some betterment in general business conditions, which is expected to materialize during the current month.

**Atlanta.**—In practically all commercial lines, collections continue fair to slow, almost no improvement having been noted in the tenor of the reports received during the week.

**Oklahoma City.**—Local collections continue to drag along, showing only a slight improvement in a few trades which have enjoyed the stimulus of seasonal demand.

**Jacksonville.**—There continues to be considerable tardiness to local collections, despite the improving trend that has been noted in the majority of reports received during the last few weeks.

### In Western Districts

**Chicago.**—Collections slowed up a little during the past week, and some lines which have been reporting an improvement for the last month are commencing to show signs of tardiness.

**Cincinnati.**—Collections continue somewhat uneven, with a slight trend toward improvement in some directions.

**Cleveland.**—In general, collections in this district continue slow, but there appears to be an increase in the percentage of accounts falling behind.

**Toledo.**—There continues to be considerable unevenness to collections, the bulk of the reports received showing that slowness predominates.

**Detroit.**—Although a better trend was noted in collections in some trades during the week, the bulk of the reports received still complain of tardiness.

**Twin Cities (Minneapolis-St. Paul).**—While collections generally continue slow, there was an evidence of improvement in many of the reports received during the past week.

**Omaha.**—There was no decided improvement in collections during the week, but the outlook for a betterment is more encouraging than it was a few weeks ago.

**Denver.**—During the past week, collections showed a little improvement in farming and wheat-growing sections, and a further betterment is anticipated in other sections of this district as soon as harvesting operations will have been completed. As a whole, collections average fair.

**Los Angeles.**—While a slight improvement was noted in the collection situation in some trades, they are generally not better than slow to fair.

**Seattle.**—With retail merchants collections continue slow to fair, while with wholesalers and instalment houses they are not better than fair.

**Quebec.**—Collections in the city are fairly prompt, but there has been considerable complaint regarding tardiness in the agricultural districts.

**Toronto.**—While in a few lines there is a better trend to the collection situation, payments still present many difficulties.

## BETTER PROSPECTS FOR STEEL

New Inquiries Give Promise of an Early Increase in Production—Price Advances Anticipated

THE following summary of conditions in the iron and steel industries was compiled from reports received from branch offices of R. G. DUN & Co.:

**PITTSBURGH.**—Following Labor Day observance, which cut down finishing operations to some extent, working schedules were resumed at a slightly higher average, estimated at 60 per cent. of capacity. That does not hold good generally, buyers continuing to show a conservative attitude, though price concessions are reported to be bringing out renewed interest in forward contracts. Mills are in need of back-log tonnages, strip steel production being down under 50 per cent. and other specialties at a low level, the main support in ingot output coming from a few departments. Pipe mills have substantial tonnages and further awards in prospect.

With basic materials, the situation is a trifle spotty, scrap registering gains during the last week or two, but pig iron remaining comparatively quiet. Merchant producers, however, are expecting an improvement this month, and some consumers are making inquiries for additional needs. Heavy melting steel scrap has a range of from \$15 to \$16, Pittsburgh delivery, selected lots showing a slight scarcity. Pig iron quotations remain unchanged. Limited output of beehive coke has added strength to the market, the furnace grade being firmer at \$2.60, with distress offerings less frequent.

Finished steel prices lack steadiness, and at competitive points concessions continue to be granted in closing attractive tonnages. Sheets have picked up a trifle in volume of shipments, but normal requirements are lacking. Sheet prices apparently are subject to special factors and are not uniform, black sheets ranging from \$2.35 to \$2.45, Pittsburgh. Galvanized sheets are quoted at \$3 and \$3.10, Pittsburgh, and blue annealed at \$2.10. Bars, shapes and plates are quoted at \$1.60 and \$1.65, Pittsburgh, desirable tonnages carrying concessions. Steps have been taken to advance several major construction projects in the Pittsburgh district, and other good-sized jobs are in abeyance. Bolt and nut plants are working under capacity, with wire rods quiet and jobbing demands for wire products remain rather dull.

**PHILADELPHIA.**—For the eight months ending August 30, orders for iron and steel in this district are down about 12 per cent., compared with those for the like period of 1929, while shipments show a decline of approximately 9 per cent. Total orders for the past four months, that is, for May, June, July and August have about held their own, with those for the comparative months of last year, while shipments are about 5 per cent. less. On January 1, mill prices were marked down 10 per cent., but there has been no further reduction since that time.

Tin plate and metal mills report that their volume of business for August is about 85 per cent. of that for the corresponding month of last year, while for the first seven months, it is about 14 per cent. below the total for the comparative period of 1929. Prices on most steel commodities are weak, with copper selling at the lowest point it has reached in thirty-three years. Collections are only fair, and in some sections of the country, particularly in the South, they are extremely poor.

**READING.**—This is a producing center of iron and steel. Local conditions in the iron trade are unsatisfactory. In January, most plants were operating on full schedules, with a full complement of workers, but now only about 50 per cent. of the men are employed, and these not more than three to five days a week. Practically the same decrease is obtained by comparing present statistics with those for the same period of 1929. In that year, employment was slightly higher for August than it was for January. Local leaders report that this condition is due to the severe competition which the various new alloys are offering, and also to the fact that producing centers in other parts of the State are equipped to handle the product at a smaller cost.

Local authorities on steel are more optimistic than those in the iron trade, even though the market is restricted mainly to the manufacture of specialties. Employment in the steel trade, as represented by the leading plant here, is practically equal to the record of January of this year, and

is only about 12 per cent. below that of the previous year. This group was well prepared for the slump and has developed several new outlets through research work in stainless steel, and the production of many specialties. There has, however, been but little increase in activity. Wages in both the iron and steel trades are mostly stable, with occasional reductions. Prices follow the same trend.

**BUFFALO.**—The year 1929 closed with local iron and steel mills operating at around 45 per cent. of capacity. There was a gradual improvement in operations during February, March and April, so that by May production had reached 75 per cent. of capacity. Since that time, business has been somewhat fitful, and that has been a decrease in the number of orders, the greater part of which had been contributed by automobile manufacturers, railroads and the building industry. This has brought production down to about the level of last January; that is, to nearly 45 per cent. of capacity.

Wire mills are having a like experience. Manufacturers of horseshoe nails report that business compares favorably with that of one year ago. There is a feeling that the end of the year will show an improvement, as mills and foundries have been operating conservatively, and are not overstocked. Prices are somewhat uncertain.

**ST. LOUIS.**—Practically all branches of the industry in this district report business slow, with the exception of tin plate and galvanized sheets, for which there has been a slight betterment in demand, this applying also to items used in highway, bridge and public utility construction work. New business with foundries, mills and machine shops was at the lowest point of the year, particularly those specializing in castings for the automobile, farm implement and railroad equipment industries, and building construction work. Demand for wire and wire products from country districts was at a low mark, due to unfavorable agricultural conditions. Oil country goods are less active than for some time. Purchasing by the furniture, refrigerator, cooperage and other important iron and steel-consuming lines was smaller than heretofore.

Quoted prices of finished materials showed no marked change, but the general trend was downward, with keen competition strongly influencing the situation. The immediate outlook is only fair, due to the sharp curtailment of purchasing power in the agricultural areas, resulting from smaller crop production, and extremely conservative purchasing by country merchants. The same policy is extending to retailers in the larger centers of population, the general tendency all around being to await further developments. Collections are reported as slow.

**LOUISVILLE.**—While this is not an important center for the production of iron and steel, there are several distributors of steel products located here. Sales have been off 25 per cent. or more for the past several months. Lower prices are not anticipated; in fact, it is believed that the next move in the price of most steel products will be upward. The mills seem to have ample capacity, and orders are taken care of very easily. It is expected that the demand during the Fall will improve over what it is now, although it is doubtful if it will reach the proportions of a year ago.

**BIRMINGHAM.**—The local iron and steel markets continue sluggish. Practically all orders are small, and are being shipped promptly, preventing any accumulation. Few bookings have been made for future delivery. Structural steel fabricators report a fair number of small orders taken at competitive prices. While some optimism is expressed for the near future, present indications do not justify more than a small gain for the approaching fourth quarter. The base price of \$14 is being maintained, with no change in prices expected.

The week of August 20 closed with 13 blast furnaces in operation, as compared with 12 for the week of July 20, while 12 open hearth furnaces were in operation during that period. Pig iron prices continue at \$1.75 to \$2.25. Stocks generally are low, all mills continuing on reduced schedules. Production is being regulated closely to sales and shipments.

**CINCINNATI.**—Following a period of curtailed production during the Spring and Summer months, the iron and steel industry now is entering the peak season, and leading

(Continued on page 13)

## HIDE PRICES LITTLE CHANGED MORE PURCHASING OF TEXTILES

### Some Quotations Advanced, but Tanners Resist Rise—Short Supplies of Calfskins

THE domestic packer hide market is generally unchanged. Packers advanced their asking prices  $\frac{1}{2}$ c. all around, but most tanners have failed to respond. About 17,000 light native cows sold at  $\frac{1}{2}$ c. advance and some 4,000 late take-off native bulls brought  $7\frac{1}{2}$ c., which also is  $\frac{1}{2}$ c. higher. This represented all of the recent trading. Tanners and packers are deadlocked over the market.

Country hides strengthened, but there are indications that dealers have checked the demand by trying to rush prices up too rapidly. At around 10c. for extremes and 8c. to  $8\frac{1}{4}$ c. for buffs, tanners considered these a speculative buy, but immediately balked when  $10\frac{1}{2}$ c. and  $8\frac{1}{2}$ c., respectively, were asked.

In foreign hides, River Plate frigorifico steers have been purchased steadily at firm rates. In fact, higher gold prices prevailed on sales this week, but, due to fluctuating exchange, c. & f. prices per pound to tanners were unchanged to only slightly higher. In the case of the latest trade reported, the price was even slightly lower, c. & f. basis, or  $12\frac{1}{8}$ c.

Calfskins are in general short supply, and show decided firmness. Packers in the West last brought 19c. to 20c., the outside figure for picked special points. Chicago city's brought  $15\frac{1}{4}$ c. for 8 to 10 and  $17\frac{1}{4}$ c. for 10 to 15 pounds on split-weight trading, but nothing seems available in the former at under  $15\frac{1}{2}$ c., and better than 18c. is reported obtainable for 10 to 15's, making the price for weights straight through around  $16\frac{1}{4}$ c. New York city's are tightly sold out at \$1.50 to \$1.60, \$1.90 to \$2 and \$2.60 to \$2.70 for the three weights, and collectors and packers are talking more. Kips also are scarce. Packers in the West are sold to date at 17c. to  $17\frac{1}{2}$ c. for natives, the outside figure obtained for picked Northern points alone. In New York, 12 to 17-pound collectors' veals last brought \$2.85, and packers are nominal at around 10c. more, and higher asked.

### Leather Trade Situation Improves

RECENT reports from the leather trade have been more encouraging, both as to sentiment and actual business. Advices on sole leather are to the effect that tanners in New York have sold more than for a long time, and the buying, although not in large quantities, is quite well distributed. One tanning concern is reported to have booked 53 orders in a single day at different Boston stores, ranging from a bundle of offal or a bale of bends up to carlots. Apparently, there is more confidence in the situation, and the turnover shows a seasonal tendency toward increase.

As with sole leather, there is a better feeling in upper leather circles, largely as a result of a more promising outlook in the shoe industry. It is believed that retailers of footwear will sell more shoes with vacations practically over and schools reopening, and they are understood to have allowed stocks to run low. New England notes a strong demand for women's weights of calf leather, while some orders also have been placed for patent leather.

In dispatches from New England, shoe manufacturers are reported as being more encouraged over the immediate future, and the outlook for a larger production is considered more favorable. Some factories continue busy, but there is a good deal of irregularity among the different plants, some of which are inactive.

### Stocks of Gasoline Decline

GASOLINE stocks at refineries representing slightly more than 95 per cent. of the refining capacity of the country declined 1,027,000 barrels, to 38,815,000, the week ended August 30, according to the American Petroleum Institute. This was a decline of 16,184,000 barrels from the year's high mark in the week ended March 29, and the lowest since the week ended December 7, 1929, when gasoline stocks totaled 37,301,000 barrels.

Crude oil runs to stills averaged 2,439,100 barrels daily, compared with 2,470,100 in the week before. These refineries operated at 69.2 per cent. of capacity in the last week, against 72.4 per cent. in the week ended August 23. Gas and fuel oil stocks at the end of last week amounted to 139,662,000 barrels, a decline of 304,000 from the preceding week.

Receipts of California oil at Atlantic and Gulf Coast ports totaled 512,000 barrels, a daily average of 73,143, compared with 497,000, a daily average of 71,000, for the previous week and a daily average of 80,769 barrels for the four weeks ended August 30.

### Seasonal Broadening of Demands from Wholesalers and Retailers—Some Forward Buying

TRADE in primary dry goods markets has broadened considerably in the last two weeks, and is taking on seasonal proportions in several divisions. Cotton goods have sold liberally at low prices, and some contracts have been entered carrying deliveries into the first quarter of next year. In wool goods, spot supplies have been in better demand for Fall cutting. In silks, there has been more trading for cutting-up purposes. Belated ordering of coats and suits has reached a considerable volume, although retailers continue to purchase largely for short-term delivery. In finishing divisions, orders have been coming along a little more freely, and the first indications of real recovery from an unusually dull Summer are apparent.

Very little change has occurred in production, curtailment being maintained in cotton goods, silks and wool goods, but with some gains in knit lines. There is a strong tendency toward holding down outputs until spot stocks and better prices warrant a resumption of larger operations.

Reports of a contracted distribution in wholesale and retail channels during the Summer are now more generally credited, and there is considerable hesitancy about the longer future, because of the volume of unemployment in many industries and the questionings arising from agricultural returns.

### Cotton Cloth Prices Steadier

PRINT cloths have sold at slightly higher prices, the latest quotations being  $\frac{1}{2}$ c. a yard above the low points of the year. Bleached cottons have been advanced  $\frac{1}{2}$ c. to  $\frac{3}{4}$ c. a yard. On the other hand, revisions to the readjusted lower levels continue, and it is now expected that new low lists of percale and printed goods prices will be named next week. At the lower basis of prices named on sheets and pillow cases, buying was larger, and the volume of business in towels in the last two weeks was the best in months. At revised prices, more orders are being placed for bedspreads. More trade is offered in draperies, while some of the new lines of Spring and Fall wash goods are being purchased.

In woollens, business in worsted dress goods for spot delivery has resulted in cleaning up most stocks, and many requests for prompt shipments could not be met, due to light stocks of wanted cloths. Coating business has been steady enough to clean up many spot cloths wanted for immediate cutting. A slow trade in Spring lines for 1931 continues. More demand is noted for overcoatings and fancy men's wear suitings for immediate shipment.

A better demand is reported for some sorts of heavy silk crepes and satin-finished silks for cutting up purposes. Raw silk markets have continued without much change. Production is being held down closely by several of the larger factors.

More business was offered in fancy half hose, and readjustments of labor costs are leading to a better volume of business in full-fashioned silk and rayon hosiery, although taken at very low prices compared with those of last season. Moderate inquiries for sweaters and heavy underwear have been received, but demand remains subnormal for this period.

### Cotton and Cotton Cloths

COTTON goods merchants have been awaiting some indication of price stability in the raw material before moving ahead freely. This week and last week, print cloths and a few sheeting numbers were in more active demand, and sales ran ahead of the curtailed output. Meantime, cotton recovered 1c., or more, of the decline since the first of the month.

This week, it came to light that the leading tire companies were not selling freely and had arrived at a determination to cut the output sharply. In consequence, tire fabric mills are being closed or production is being further curtailed. Owing to conditions in the automobile industry, demand for wide cloths for rubberizing has been light and there is stated to be little indication of a change for the better in the next couple of months, at least.

In the divisions of the market where cotton is a large factor of cloth cost, such as duck, and merchandise for mechanical and general manufacturing purposes, there has been no material change from the quiet demand of recent weeks. Stocks of goods are being held down, however, and inventories in distributing channels are low.

Scattered wage reductions in the textile field continue to be reported in the South, New England and in some of the Middle States.



## MODERATE CHANGES IN COTTON

Limited Volume of Trading, with Price Movements Mainly Narrow—Contracts Scarce

AFTER a three-day suspension, trading in the cotton market was resumed on Tuesday of this week with an absence of both conspicuous activity and important price movements. The trend in the opening session was uncertain, but a small net decline resulted from good rains in the Central belt and in Texas over the week-end. As a partial offset to that influence, certain private crop estimates indicated a reduction in the prospective harvest. Somewhat more aggressive operations developed around midweek, when most of the news was of a bullish tenor and caused a rise in the option list of about \$1 to \$1.50 per bale, for a time. The official weekly weather and crop summary was less favorable than had been expected, and another private calculation came out, placing the probable yield considerably below 13,000,000 bales. Moreover, temperatures in excess of 100 degrees were not uncommon in the Southwest, and there was little rain there, as a whole. Even with those supporting factors, however, the market held only a part of its gains, and Thursday's fluctuations were along similar lines. Thus, an early advance on that day, due to a fear that the tropical storm which devastated Santo Domingo might strike the Eastern Gulf Coast, was largely eliminated when later reports from New Orleans stated that the storm seemed to be moving out into the Atlantic Ocean. As reflecting the irregularity of prices, net changes at the close of three full sessions amounted to only a few points in an upward direction. On the other hand, scarcity of contracts again was something of a feature, as it had been in the immediately preceding week, and there was the additional strengthening effect of improved advices from the cotton goods trade.

Daily closing quotations (cents per pound) of cotton futures in the New York market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
October .....	10.98	11.11	11.17	11.17	11.39	
December .....	11.16	11.30	11.36	11.57		
January .....	11.23	11.38	11.48	11.66		
March .....	11.41	11.55	11.61	11.80		
May .....	11.57	11.70	11.80	12.00		

## SPOT COTTON PRICES

	Fri. Aug. 29	Sat. Aug. 30	Mon. Sept. 1	Tues. Sept. 2	Wed. Sept. 3	Thurs. Sept. 4
New Orleans, cents.....	10.80	10.98	11.11	11.17	11.39	
New York, cents.....	11.40	11.30	11.40	11.45		
Savannah, cents.....	10.52	10.30	10.52	10.58		
Galveston, cents.....	11.05	10.90	11.00	11.10		
Memphis, cents.....	10.10	10.00	10.10	10.15		
Norfolk, cents.....	11.31	11.19	11.25	11.25		
Augusta, cents.....	10.38	10.25	10.38	10.44		
Houston, cents.....	11.00	9.85	11.00	11.05		
Little Rock, cents.....	10.12	9.88	10.00	10.08		
St. Louis, cents.....	10.50	10.25	10.10	10.20		
Dallas, cents.....	10.35	10.20	10.40	10.45		

\*Holiday

## Wool Market Fairly Active

WOOLEN and worsted textile activity in New England has been somewhat better sustained than in either the cotton or silk trades. Wool consumption in New England during July showed an increase of 5.2 per cent. over the record for June. Wool prices have shown a gradual upward trend for the past three months, though present quotations are more than 25 per cent. lower than those of 1929. This is a dull period in the wool market, and during the week activity has been moderate, being confined mostly to the finer domestic wools. The mills are buying very cautiously, though increased inquiries are noted for the wools suited for the woolen trade.

Moderate quantities of carpet wools were sold during the week. The piece goods market continues rather uncertain, though stocks in the hands of mills, jobbers and the cutting trade are moderate. Worsteds knitting yarns continue in good demand, and a few of the spinners have some fairly good orders on hand. Coarse insulating yarns are selling well, and there is more inquiry for knitting yarn. Carpet yarns are slow. Prices on all yarns are fairly steady.

Gasoline consumption in 44 States, governed by gasoline tax or inspection laws, during the first six months of this year averaged 28,035,000 gallons daily, an increase of 2,479,000 gallons daily over the record of 1929 for the same period.

More than \$80,000,000 in contracts for post-office and federal building construction throughout the country have been let in the last few months and the program is now going forward at the rate of \$3,000,000 a month.

## WHEAT PRICES DROP FURTHER

Bullish News Fails to Halt Recession Which Extends to All Cereals, Including Corn

GRAIN prices were on the toboggan in the trading following the Labor Day holiday, wheat making a new low for the last sixteen years on Thursday. Steady selling, apparently of the hedging variety, a lack of speculative optimism, and weakness of prices abroad, contributed to the decline of the leading cereal, and the other grains followed its trend.

The private crop reports which appeared Tuesday were about in line with previous estimates, the average of the forecasts for domestic Spring wheat showing a gain of about 10,000,000 bushels over the actual 1929 crop, while the Canadian crop indications averaged about 70,000,000 bushels higher. The indicated oats yield was 114,000,000 bushels above last year's. Wheat started the week with a loss of 2c. or better for the various deliveries, held the midweek decline to major fractions, when frost reports in the Northwest offered mildly bullish encouragement, and then slid off 3/4c. to 1 1/4c. on Thursday. September was the heaviest with much of this delivery apparently in weak speculative hands. Export business was light, even at the low points of the decline.

Corn showed better resistance, the heaviest loss occurring on Tuesday when a maximum dip of 1 1/4c. was recorded. The estimated crop average of about 1,948,000,000 bushels, against 2,614,000,000 last year, was about what was expected, and had little effect on sentiment. The failure of the threatened frosts to materialize was a bear factor on Thursday. Oats and rye followed the trend of the leading cereal, although good buying appeared in oats on the scale down on several occasions.

The United States visible supply of grains for the week, in bushels, was: Wheat, 187,505,000, up 5,230,000; corn, 3,940,000, up 653,000; oats, 23,230,000, up 3,551,000; rye, 13,385,000, up 788,000; and barley, 7,404,000, up 1,411,000.

Daily closing quotations of wheat options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
September .....	83 1/4	82 1/4	81 1/4	80 1/4		
December .....	88 3/4	88 1/4	87 1/4	86 1/4		
March .....	93	92 1/4	91 1/4	90 1/4		

Daily closing quotations of corn options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
September .....	97 1/4	97 1/4	98 1/4	98 1/4		
December .....	93 3/4	92 1/4	92 1/4	92 1/4		
March .....	95 1/4	95	94 1/4	94 1/4		

Daily closing quotations of oats options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
September .....	39 1/4	39 1/4	39 1/4	39 1/4		
December .....	43	42 1/4	43 1/4	43 1/4		
March .....	43 1/4	43 1/4	43 1/4	43 1/4		

Daily closing quotations of rye options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
September .....	56 3/4	55 3/4	55	55		
December .....	62 1/2	60 3/4	60 1/4	61 1/4		
March .....	67	65 1/4	64	64		

The grain movement each day is given in the following table, with the week's total, and comparative figures for last year:

	Wheat		Flour		Corn	
	Western Receipts	Atlantic Exports	Atlantic Exports	Western Receipts	Atlantic Exports	Atlantic Exports
Friday .....	2,282,000	285,000	20,000	742,000		
Saturday .....						
Monday .....						
Tuesday .....	7,408,000	1,727,000	14,000	1,673,000		
Wednesday .....	2,577,000	763,000	15,000	704,000		
Thursday .....	2,779,000	822,000	29,000	1,184,000		
Total .....	15,046,000	3,597,000	78,000	4,303,000		
Last year.....	11,771,000	2,564,000	93,000	3,709,000		

\*Holiday

Cotton Supply and Movement.—From the opening of the crop year on August 1 to August 29, according to statistics compiled by *The Financial Chronicle*, 1,006,223 bales of cotton came into sight, against 932,655 bales last year. Takings by Northern spinners for the crop year to August 29, were 27,739 bales, compared with 89,105 bales last year. Last week's exports to Great Britain and the Continent were 79,282 bales, against 41,820 bales last year. From the opening of the crop season on August 1 to August 29, such exports were 262,792 bales, against 187,268 bales during the corresponding period of last year.

## STOCK MARKET AGAIN INACTIVE

Turnover Averages Under 2,000,000 Shares, with Continued Irregularity in Prices

STOCK quotations and dealings resumed their uncertain course this week, after the three-day closing occasioned by the Labor Day holidays. No change of any moment has occurred either in the trend of prices or the volume of turnover. Both these factors were followed with the closest attention, as the period after the Labor Day holidays is expected to show some indication of subsequent trends, although past experience has shown little warrant for this assumption. In the week now ending, prices moved in a comparatively narrow range, with considerable irregularity. Professional trading was clearly the dominant influence and even this dwindled at times, when it appeared that attempts to stir the market in either direction brought no public following. The turnover was considerably under 2,000,000 shares in the full sessions, this average being regarded as a slow one.

Although the stock market remained in the doldrums, sentiment among bankers in New York is reported to be becoming increasingly cheerful. The improvement in this respect is due chiefly to the better trade advices from some important industrial centers, and to slow but steady increase in car loadings and the rate of steel operations. Meanwhile, the technical position of the market is considered favorable, as a good-sized short interest is said to exist. There was, on the other hand, some renewed concern over the drought situation in important agricultural areas and a further decline in the price of wheat. Early in the week, gains predominated in stocks, such important issues as Steel, Westinghouse, American Can, General Electric, Missouri Pacific and Union Pacific standing out in the improvement. Unsettledness followed, however, and most of the gains were cancelled. Coppers, which had been depressed by added declines in the metal, were improved somewhat when the bad news of further dividend reductions came out.

Bond dealings were notable chiefly for the effect on foreign issues of the disquieting reports from several South American countries. Prime domestic bonds were strong throughout, while second-grade issues were less favored. New issues were again brought out in small volume, notwithstanding a receptive market, and the diversion of buying to the listed market caused some additions to prices of highly-regarded rail and utility issues.

The daily average closing quotations of sixty railroad, ten industrial and five traction and gas stocks are appended:

	Last Year	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Railroad	129.08	.....	.....	98.31	98.15	98.04	98.08
Industrial	203.35	.....	.....	194.10	193.90	193.82	194.12
Gas & Traction	197.20	.....	.....	153.70	153.10	152.78	152.90

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending Sept. 5, 1930	Stocks—Shares		Bonds	
	This Week	Last Year	This Week	Last Year
Saturday	.....	.....	.....	.....
Sunday	.....	.....	.....	.....
Monday	.....	.....	.....	.....
Tuesday	1,773,900	4,438,900	8,078,000	11,553,000
Wednesday	1,744,500	4,692,000	8,114,000	9,980,000
Thursday	1,519,400	5,565,300	8,386,000	11,623,000
Friday	1,650,000	5,119,000	.....	9,380,000
Total	6,687,000	19,815,200	.....	\$42,536,000
*Holiday	.....	.....	.....	.....

## Steel Trade at Cleveland

CLEVELAND.—Iron and steel industries during the Summer months have been on the decline, both as to production and demand, and there has been a tendency for prices to soften. The daily rate of pig iron production fell over 10 per cent. and there was a corresponding decrease in output of steel ingots. Pipe mills showed a fairly steady record, and the building steel industry, during the early Summer months, was satisfactory, but since then has eased up considerably. The automobile industry has not been taking its normal volume of raw material, and this slack condition affected particularly the movement of sheets, strips and bars. Pig iron output at the foundries fell to nearly a low record. Sharp competition all along the line has had a tendency to weaken prices, the various commodities mentioned registering declines of anywhere from 50c. to \$2.50 a ton.

## IRON AND STEEL SURVEY

(Continued from page 10)

fabricators anticipate a gradual revival of business to develop. There is seemingly a feeling of optimism spreading through the industry and, while a decisive upturn is not expected, the number of new inquiries now being received give promise that improvement soon should appear. Mills specializing in rolled sheets are operating on a basis of 60 per cent. capacity, with current buying restricted to immediate needs. Specifications by automobile manufacturers, and demands for structural purposes have been limited.

In the pig iron division, some large users are showing more interest in future deliveries, which is considered indicative of increased requirements. Low price levels also have stimulated buying, and orders have been more numerous with slightly increased tonnage. The coke market is sluggish, and requisitions on contracts are light, with only a limited demand for metallurgical grades. Shipments for domestic sizes usually increase at this season, as dealers stock up for Fall and Winter trade.

DETROIT.—Until now, the production of pig iron in Michigan has been slightly under a million tons annually, 60 per cent. of which is rolled and used exclusively by a leading automobile manufacturer, leaving only 40 per cent. or less for open market. A new \$25,000,000 plant is getting ready to blow in its battery of furnaces, which will add 500,000 tons. Present production is 60 per cent. of normal nationally, and approximately the same in Michigan. Normal consumption in this State is slightly less than 2,500,000 tons, exclusive of rails, of which 900,000 tons was made up of sheets, 131,000 tons of rolled shapes, and 725,000 tons of bars. The rolling mill capacity of the State was increased materially within the last year.

Ordinarily, the automobile industry absorbs 17 per cent. of the national total of steel. The drastic decrease in automobile output this year reduced materially steel sales in the Detroit industrial area. Large building construction also declined 40 per cent., which renders the steel market rather sluggish, with no suggestion offered as to the prospects for the remaining months of 1930. The eyes of the steel industry are fixed on Michigan automobile production to find the first sign that may indicate a resumption of steel buying, a necessary prelude to any marked improvement during the remaining months of 1930.

Price-cutting has not been as deep and general as in most of the finished products into which steel enters. While no immediate revival is anticipated, there is a growing sentiment of feeble optimism. In spite of the general reopening of Michigan automobile factories, steel orders placed showed a light decline in the last week or two. This condition has aroused neither surprise nor anxiety; but it is expected that demands will increase slightly within the next thirty days. Increased demand for scrap is noticeable.



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## GENERAL BUSINESS CONDITIONS

(Continued from page 7)

Ontario excepting, of course, centers where automobile industries were the chief source of income to the residents. Groceries moved in fair volume, while the hardware trade maintained its reputation for stability. Jobbers were impressed with the total of small orders received and these often supplemented by mail.

Retailers expressed satisfaction over what they considered a turn for the better, though realizing that the visitors to the Fair accounted for a major portion of the new demand. Fancy goods sold over the counters and at wholesale in fair quantity. Jewelers commented in more favorable terms than was anticipated, manufacturers picking up some good orders and looking forward for a continuance of the improved situation. English importers regarded the prospect of tariff revision with considerable misgiving, many having approached their principals with a view to absorption of any difference an adjustment may make in laid-down costs.

## SURVEY OF BUILDING INDUSTRY

THE following reports on conditions in the building industry are based on surveys made by branch offices of R. G. DUN & Co.:

**DALLAS.**—Total building permits issued in this city to date, this year, amount to \$7,723,189, as compared with \$6,513,257 for the same period in 1929, an increase of \$209,932. These figures are small, as compared to those of some former years, and building activity is considerably below normal. During the last few months one \$2,000,000 office building has been started and two or three smaller structures for department stores have been completed, but most of the construction is being confined to residences and small mercantile buildings. Plans are about complete for starting two other office structures, one to cost around \$1,000,000, and the other \$1,500,000.

Building costs are now lower than at any time in the last twelve years, according to a survey recently completed here. Lumber is 20 per cent. lower than it was in 1920, and 10 per cent. lower than in 1929. Cement is 10 per cent. lower than in 1920 and 2 per cent. lower than last year. Brick has had a similar drop, being 5 per cent. lower than in 1929. Plaster, however, is slightly higher, as are also metal lath and a few other items; but, generally speaking, prices appear to have reached a new low point.

Interest rates on commercial and downtown buildings still range around 6 per cent., apartments about 7 per cent., and homes 7 to 8 per cent., according to the class of home. The net cost of labor is less than for several years, and the shortage of construction work has brought about a willingness to work for a smaller margin of profit.

**JACKSONVILLE.**—Construction throughout this vicinity is off from that of a year ago. Building permits issued during July were \$397,670, against \$401,660 for July, 1929. Repairs and improvements represent a large part of the entire volume. The demand for labor is a little less than the supply, there being some unemployment.

Industrial building for this Fall and for 1931 is favorable, there being several new buildings now in the course of construction. Money for the construction of two federal buildings has been appropriated, and work is expected to begin in the near future. Ample money is available for building of a conservative nature. Rates range from 5½ to 7 per cent., depending on the nature of the loan.

**CHICAGO.**—Building permits issued locally for the first six months of the current year were substantially below those for the corresponding period of 1929, the decline over the period under review ranging from 25 to 70 per cent. There was a decided spurt in July, when permits were 81 per cent. over those of June, but still 47 per cent. below the record of July, 1929. The first three weeks of August, however, showed a steady decline, running approximately 75 per cent. below last year's record.

Volume of construction has been maintained on a higher level than the above figures indicate, due to considerable work that was started late in 1929 being carried over to

this year. A number of large projects are contemplated, but it is thought that they will not start until the early part of the coming year. Material prices, which have shown a steady decline all year, have stiffened slightly during the past month. Trade wages have been maintained, but premiums paid a year or so ago are not evident at this time.

**CLEVELAND.**—Building operations in this region have been very uneven during the present season, and there was a wide diversion of activities in various kinds of buildings and also in the various localities. In the city proper, the decrease has approximated 25 per cent. Some of the important immediate suburbs, that for the past three or four years have gone strong on residence construction, showed a decided falling off this year, ranging all the way up to 50 per cent. Two or three of the newer suburbs showed a marked exception and registered increases of all the way from 20 to 70 per cent. There is, generally speaking, surplus of new dwellings left over from former seasons, and values have taken a sharp decline.

Contracts awarded in this entire district during the important month of June totaled 7 per cent. less than that of the previous year, while the first six months of the year fell off about 10 per cent. The most important decline was in dwelling houses which fell off over 30 per cent. Mercantile buildings were also subnormal, while factory construction was mainly confined to a few important undertakings. The demand for building materials of all kinds has not been up to normal, and prices have dropped to a low range. A great deal of labor in the construction business lines has been unemployed. There has been a stiffening of policy in the way of loans for new construction and also refinancing propositions. At this writing there is little indication of any marked improvement for the balance of the current season.

**YOUNGSTOWN.**—The building trade continues considerably below normal, especially for this season of the year. Permits for the current month, to date, amount to 81 in number, representing a value of \$113,245. For the same period of last month, about 60 permits were issued, involving a cost of about \$100,000. Labor is plentiful at the same wages as a year ago, for the most part. Material costs are somewhat lower and stocks are being permitted to run down, just to meet requirements. Building loans are few, with rates firm.

**DETROIT.**—Business in this line has suffered along with others under the general trade restriction. Competition is keen in the building material field and profits have been cut into. Supplies have been ample for needs, and prices show no material fluctuations. The falling off in building and construction work in Detroit is largely the cause of this drop in volume. For July just closed, the permits issued by the city building and engineering department amounted to only approximately 1,300, as against over twice that amount for a year ago, with a drop in general cost from over \$10,000,000 to a little over \$3,000,000 for July of this year. Single residences and two-family structures have predominated. Collections, on the whole, have been slow. For the present, at least, there seems no prospect of an immediate resumption of building activities.

**GRAND RAPIDS.**—Building operations in this section have fallen off considerably during the first half of this year, with a total valuation of \$1,722,180, represented by 713 permits, as compared with 2,617 permits and a total valuation of \$3,261,315 for the first half of 1929, showing a decrease of \$1,539,135, brought about largely by the falling off of home construction which, in the first half of 1929, amounted to \$1,670,685, as compared with \$777,040 for the first six months of 1930, showing a decrease of \$900,645. Industrial construction for the corresponding period of 1929 totaled \$482,350, compared with \$162,625 for the same period of 1930, showing a decrease of \$319,695.

Commercial jobs for the first half of 1930 amounted to \$528,165, as against \$842,120 for 1929, or a falling off of \$313,955. July construction, amounting to \$325,635, with 283 permits, compared with \$526,865 and 443 permits for July, 1929, show a decrease of \$201,230. The erection of a civic auditorium is now in prospect at a cost of about \$1,000,000, as soon as the committee in charge decides upon a location. Aside from this, several fair-sized jobs are contemplated, but operations are now mainly confined to moderate-priced homes and remodeling.



Employment is fairly active, with but little change in the scale of wages. The cost of building materials, however, is lower than it has been for the past few years, which has stimulated the trade somewhat. Building operations are now fairly active, with loans easily obtainable at the usual rate.

**MILWAUKEE.**—Figures submitted at the office of the city building inspector tell an interesting story, and show that the total permits issued up to August 14, 1930, are 16,018 in number, and \$22,387,238 in value. This is approximately 75 per cent. in number and 85 per cent. of the value of those issued for the same period in 1929. The greater portion of the amount in 1930 is made up of 30 or more large projects, while the erection of buildings for housing facilities is very small.

Were it not for a new addition to the post-office, amounting to \$2,300,000; an insurance building, costing \$2,800,000; several large industrial projects, totaling into the millions of dollars; a new Y.W.C.A. building, and the school and church construction now in process, the building situation here would be below normal. These projects, however, have kept conditions in fair shape. For the first six months of 1930, there were less than 400 permits for housing up to 900 families, while during the same period of 1929 nearly 900 permits were issued, accommodating over 2,000 families.

This has naturally resulted in considerable unemployment, with a plentiful supply of labor, and a tendency on the part of employers to make a lower bid on contracts, expecting to obtain labor at bargain rates. There appears to be plenty of money for building operations. Building and loan associations have largely overcome the difficulties, which confronted them the past year. However, their principal difficulty now appears to be that the margin of "down payment" held by prospective borrowers is too small to make the loans attractive. One building and loan secretary recently reported that out of 47 applications for loans in one week, only 3 showed a sufficient equity to pass the loan.

Lumber and building material is down somewhat and various other products entering into building also show declines. On the whole, it appears to be an opportune time to build, and a number of the industrial concerns contemplating enlarging their quarters are now taking advantage of conditions, and are going ahead with their construction.

**TWIN CITIES (St. Paul-Minneapolis).**—For the first seven months of 1930, there was a 65 per cent. increase in St. Paul building, the valuations for that period amounting to \$8,459,518, as against \$5,142,818 for the same months of last year. The gain is principally the result of some large downtown projects. Construction of residences is about in the same proportion as last year.

Concerning building materials, some items have slightly advanced in cost, while on others there has been a slight decrease, but the aggregate would be about the same, and there has been no change in the cost of labor. Along the lines of construction may be included the broadening of two principal thoroughfares in the city with additional ones to follow, and also a large new bridge will soon reach completion. Some of the local projects under way and some additional work already contracted will be carried over into next year.

**INDIANAPOLIS.**—New building permits and contracts in July were the lowest for any similar month in several years. The volume of permits for the seven months of the current year is about 44 per cent. under the record for the same period of 1929, and 62 per cent. under the total for the comparative period of 1928. Residence and apartment building construction is about 50 per cent. below normal. The supply of labor is more than plentiful and, while there has been no material changes in the union wage scale, non-union wages have been reduced.

Manufacturers of lumber and building materials are curtailing production, in accordance with the lessened demand, and wholesale prices are at the lowest ebb in several years. There is a fair supply of money from building operations at the rate of 6½ to 7 per cent., but appraisements on property are being greatly reduced, and the loans are being scrutinized closely. The local electric power company is constructing a new power plant at a cost of several million dollars, and a prominent local life insurance company is erecting a new office building.

**DENVER.**—Building and construction work in this territory shows a decline in general volume. Building permits issued in Denver for July number 433, for a total value of \$1,241,550, as compared to 582 permits for \$913,600 in July, 1929. Permits issued for the first seven months this year total 3,138, for a value of \$5,254,350, as compared with 3,726 permits for \$12,806,150, for the same period of last year. Principal operations are centered mainly on industrial operations. Several large public and commercial buildings, a federal office structure, two theaters, a \$1,000,000 oil refinery and other projects are in course of erection.

Building of dwelling houses shows a large decline, as compared with that of two years ago. Building loans are available for legitimate construction work. Rates on good security range from 5 to 6½ per cent. Building material stocks have been reduced, in view of conditions, and there has been some decline in prices of certain materials used in the industry. The supply of materials is ample to meet all needs. Labor for the building trade exceeds all requirements, and wages governed by unions continue the same.

### Canadian Trade

NOTWITHSTANDING the rather good crop reports, business conditions in most Provinces show but little improvement. There has

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been a decided tendency to conserve in practically all lines, and there is considerable speculation as to what price will be set by the Wheat Pool. It is generally expected that initial payment will be much less than previously, decreasing materially the surplus, after the cost and expense of harvest will have been deducted. As a consequence, practically all lines report that purchases are being made more or less for immediate needs, according to dispatches to DUN'S REVIEW from branch offices of R. G. DEN & Co., located in the chief commercial and industrial centers of the Dominion.

The heavy tourist traffic during the three-day holiday and the usual buying activity which precedes the reopening of the schools had a stimulating effect on retail trade, but the wholesale trade continued on the small order basis, with frequent shipments. Manufacturing has become more active as Fall approaches, but the majority of plants are not employing their full quota of workmen. Tannery and textile firms report that business continues dull, yet there are encouraging instances suggestive of slow improvement.

Conditions in the milling line are quiet, with but little export business being offered. Future prospects, however, are satisfactory, due to outside conditions, which doubtless will stimulate the export trade.

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